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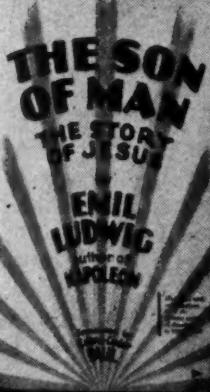


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# Forthcoming Issues

\* \* \* In next week's issue the Western Convention of the American Booksellers' Association will be reported in full and the following papers will be printed: "The Publisher as a Creative Social Force" by Alfred Harcourt; "Memorable Days in American Publishing" by John Curtis, and others on "The Bookseller and National Advertising," "Education of the Young Bookseller," "The Radio and Reading," "The Function of the Bookseller in the Community" and "Indirect Versus Pressure Selling." A full report of the sessions will be carried. \* \* \*

\* \* \* Mr. O'Harras will continue his history of book publishing in these United States in the next issue with a chapter on subscription books and publishers. \* \* \*

\* \* \* In the issue of May 4th Ruth Leigh, who is in her way an authority on merchandising, will write on a subject which is not so distant from the book-

seller as might be imagined on first thought. "Selling Atlases and Globes to an Information-Hungry Public" is the title of her article and she traces recent tendencies in books that lead quite logically to the romantic and picturesque globes. \* \* \*

## THE PUBLISHERS' WEEKLY

*The American Booktrade Journal*

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New York City

# The PUBLISHERS' WEEKLY

## THE AMERICAN BOOKTRADE JOURNAL

NEW YORK, APRIL 20, 1929

## Keeping Within the Budget

*Facts and Figures By the Head of a Book Department*

Franklin M. Watts

*The George Innes Company, Wichita, Kansas*

WHEN travelers call on a department store buyer and are told that purchases, if any, must be small, they often seem to think that a department store buyer has a tough life because he can't buy what he wants. Budgets are little understood by many people, and, although much has been written on how to make a budget, there has been very little on the subject of keeping within a budget.

First of all a department head is told by the controller that he has a certain limit over which he cannot go, in other words, his inventory shall not exceed a definite figure. Most stores are reasonable about the stock that should be carried. It is to a store's advantage to have a complete stock, but it is also to a store's disadvantage to have much money invested in stocks that turn slowly. I think a book stock should not, except at the holiday time, exceed one-third of the total annual sales. (In this article I use in every instance the figures at retail value, as the department store controllers invariably figure inventory figures for operating purposes at retail).

In other words, let us assume, for the sake of illustration, an annual business of \$60,000. Then the maximum stock should be \$20,000 at retail. At the first of December it is advisable to have a greater stock; however, the total stock should not assume greater proportions than this total,

plus one-half the anticipated December business.

### A Margin of Safety

It is never advisable to have a stock bought up to the limit. If sales fall off, or it is advisable to lay in a stock for promotion purposes the powers that be will not permit it if stocks are too heavy. For this reason, it is advisable not to have either on hand or confirmed orders to exceed the total stock permitted.

### Hand to Mouth Buying

This explanation shows why buyers who work on a budget should and don't place heavy advance orders. They can't, or their stocks will get out of line. Instead the advance orders must be light and reorders, heavy. In working a stock with close figures long-term dating does not help the department, as the merchandise is charged to the department as soon as it arrives. Buying in May with December dating does not mean a thing to the department even if it does to a store.

### Reorder Often

A buyer on a budget must check his stock very often for titles. If orders have to be light and restricted, the only way to compete with dealers who use other methods is to send the orders in often. I am glad to say that more and more publishers are recognizing the necessity of department stores reordering frequently and are giving

satisfactory terms on reorders by mail. (As far as I know, the book business is the only one which has a differential in favor of heavy buying from salesmen—most manufacturers, to their tested accounts, permit an established price to hold for the year.)

#### Classification of Stock

One way to ascertain whether or not a stock is in a good shape is to break it down to logical classification such as recent Fiction, Juveniles, etc. Then, whenever a purchase is received it is entered in a record book according to its classification. With inventory taken according to classification there is a simple record to show how a stock moves. If it is found, for example, that the stock as a whole is turning three times a year, and fiction is turning six times a year, there may be a chance the buying is too close. On the other hand, another classification might turn only once a year. This, too, is dangerous. This record is not used, I understand, in many bookstores, although it is a common practice in department stores.

#### Budget Determines Promotion

One point not always taken into consideration is that a person has to operate a certain type of book business if compelled to turn a stock four times a year. It won't be possible to give much attention to fine bindings, for example. If turnover is desired, the stock must be fast moving.

*A*=75c.+\$1 adult    *C*=fiction

*B*=non-fiction

*D*=50c., 75c., and \$1 juveniles

*E*=other juveniles

*F*=misc. includ. Bibles and dictionaries

Date	Name of Publisher		Detail of Grand Invoice Total		Classification of Invoice					
			A	B	C	D	E	F		
	Inventory 1/1/29 . . . . .		10050	1250	3150	2500	1000	1500	650	
12	George Jones Co. ....	125	125	50			75			
2	John Doe Co. ....	50	175			50				
2	Richard Roe Co. ....	350	525		200	150				
2	U. S. Bible Co. ....	150	775						150	
5	John Johnson Co. ...	25	800						25	
10	George Brown Co. ...	100	900	100						
15	Angus McFungus Co.	375	1275							
	Grand total .....			975	3350	2700	1075	1525	800	
	Inventory 2/1 .....			1400	2650	2600	925	1450	750	
	Sales for January ...		425	700	100	150	75		50	

*The above record ascertains the relation of inventory by classification to sales. It will automatically show a condition of frozen merchandise in any classification.*

#### A Word to Travelers and Publishers

If a department store buyer operates on a budget necessitating him to get a quick turnover then travelers should offer him sure sellers in reasonable quantity. He can't carry the unusual collector's items. He might like them personally, but the office will call him if he has too many of them in stock. Department stores cannot buy a full line.

#### Records

A budget system implies accurate and complete records in the office. In addition, it is advisable to have at all times a detailed record of the merchandise on order that has not been received. It is well to have a total of this figured every day. If this is done, the first of the month will not find a big surprise due to overstock and a month of little or no buying.

#### Conclusion

Neither a budget nor its operation can in itself make a successful department, but it goes a long way toward preventing costly mistakes and keeping a stock in bounds. Careful selection of titles, skill in selling and management are all necessary. The only value to be derived from a budget is to establish a constant consciousness of the necessity of sound business practice which results in the real purpose of a business, namely, to show a *net profit*.

# The Circulating Library in London

Ruth Brown Park

*Author of "Book Shops, How To Run Them"*



ALL London reads. Everywhere you go, people are reading. It is an accepted fact that reading is a necessity. You may even be rude about it. You may lunch with friends and while they chat, go on reading. We have seen this happen. Or you may entertain at tea, and let your guests amuse themselves as best they can. It is understood, you *must* finish your murder story. This was done the other day very successfully in an exclusive hotel, by a smartly garbed little man. He sat balanced rather precariously on the edge of his chair, gobbling up an Edgar Wallace while his three lady guests sipped their teas and talked, never flickering a well-bred eyelash over their host.

You may like to read while in motion. You may do so while motoring. At least a very elegant gentleman in tile hat and white gloves, his stately wife beside him, was doing just that a day or so ago. The object of his reading was a handsomely tooled blue leather volume; the object of the lady with him, no object at all.

If you like both walking and reading, it is done here everyday in the city by immaculate brokers. Holding a book at arms' length, they go along narrow streets reading, totally oblivious of the passing crowds, but no one runs into them because readers are respected.

Men seem to read more than women. Perhaps, they have more leisure, but it is a rare thing to see a man in any public conveyance without a book. Take the underground trains: as soon as a man enters, he pulls a book out from some mammoth pocket and starts ahead. No doubt about his place. Already, along with his paper, he has had an hour of reading at home in the same book, before leaving for ten o'clock business openings.

And what are these people reading? Light, while-away-the-hour fiction? Detective stories? "I-like-something-for-relaxation-after-business" love novels?—Not necessarily. Occasionally, there are some gaudy, blood-and-thunder titles, but more often it will be a gentler, more general form of reading. Everything from dog training to New Testaments.

Now, if this is so; if four out of five people in every moving train are reading books, Great Britain must be a tremendous book-buying nation. It undoubtedly is: the multitude of bookstores, and the magnitude of their stock, attest to that. But there is another side, too. If you will look across the top of many of these books, in which people are buried, you will see a card pasted. And on the card it will say "Mudie." The first time we saw it, we thought, "Mr. Mudie must be mightily afraid of losing his book." But by the thousandth time we had come upon "Mudie" on a book, we decided, there were not so many Mr. Mudie's in the world afraid of losing books. So we looked into the matter and found, of course, that Mudies was a Circulating Library; one of the five gigantic ones in London. The other four are: the London Library, The Times Book Club, Boots and Smiths. There are many other smaller ones, but these are the five who rent books by the millions. Great Britain is so accustomed to these colossal renting systems, that library managers look surprised when you are overcome by the magnitude of their quoted figures.

Here is one example alone of one of these amazing libraries: On the first floor of its building, it has a very large retail bookshop, composed of four or five handsome rooms. It would compare in size to our Brentano's, in New York City, the 27th Street branch. These rooms are perfectly ordered; beautifully departmentalized, with

an additional large wing devoted to "remainder" stock and second-hand books. The retail shop is always busy and has a large trade. From either side of the main floor, very fine oak staircases lead to the next floor and cards with black fingers indicating the way to the circulating library. The initial shock comes, when pausing on the first landing, your eye lights on two large book cases filled with theological and philosophical books. Surely, these are not rental library books! You ask a passing clerk, "Oh! Are these, by any chance, rental library books?"

When some time has elapsed and he has translated your American into English, he answers: "By all means, Yes."

Yet still unbelieving, one comes to the head of the stairs and experiences the second shock: one very long, finely oak trimmed room, with vistas of other far-reaching rooms, opening from it! And at intervals down the room, oak desks, with yellow jonquils and lavender tulips nodding over them, or straighter-laced bunches of heather. Behind each desk—there were twenty-five of them in the four rooms involved—sit the librarians and their assistants. These young women must keep track of the million or more volumes, which go circulating not over centipede London, but into England, Ireland, Scotland and Wales. Occasionally even, across the Channel to the Continent.

The system is to have one person care for the first division of the *A's*; another for the second part; then a third, a *B* portion. So on through the entire alphabet. A tall placard on a rod over each desk guides the subscriber to his own area, and thus he deals always with the same librarian. Formidable, large filing cards stand in filing boxes on the desks and nimble fingers hurry over them, plucking out particular cards and constantly entering the manifold exchanges.

As with Stoneham's smaller library, the rate for the larger one is a flat sum according to the length of the subscription and the number of volumes desired at one time. As with Stoneham's, a subscriber may keep the same books during his entire subscription, or exchange them as often as he chooses for others, provided he does not exceed his allotted number.

The flat yearly rate is approximately as follows:

ONE VOLUME PRIVILEGE ... \$10.50
TWO VOLUME PRIVILEGE ... 21.40
FOUR VOLUME PRIVILEGE ... 29.20

Now, the wonder of this library and of the other big ones in London is the wide variety of classification accorded the subscriber. Having recovered from the immensity of the Department itself, a tour of the rooms easily confirms this fact. The first section, Garden books, gives a choice in "in stock" books alone of over two hundred titles. The British Out-Door-Man must be catholic in his gardening tastes, and not care solely for the Sweet Pea at Home and How to Grow It, for here are books from every Country. "Dutch Bulbs and Gardens"; "Magnolias in Spain"; "The Swiss Sweet Pea or Mountain Pea." On and on and on. But in order to be patriotic: "A History of Botany in the United Kingdom" rests its fat self across much shelf space.

Leaving the Garden Section you come to the "Miscellaneous." Until we had counted 4,000 volumes of what these British term "Miscellaneous," we felt we had never experienced "Miscellany." Titles of every description. "The Feet of Young Men" (English or otherwise?); "The Nile and Civilization"; "The Joy of the Ground"; "Down the Fairway" (Popular as Bobby is over here he is only Miscellaneous); "Haji Rikann, Marsh Arab" (More later, if we live long enough). "The Legacy of Israel"—and turning a corner, another unexpected entire wall space with "Miscellaneous" placarded above it. Not 4,000 volumes, but 14,000 at least, *in stock*. We left that department immediately, with merely the scribbled notation: "This is a *very* large department."

Passing on around the room, there are four shelves devoted to Astrology and Astronomy, and a full section to Wireless. Literature, poetry and drama boast 912 volumes, *in stock*; and, as to fiction, there are miles of that. Twenty-one copies of Beatrice Seymour's "Youth Rides Out"; twenty-four of Swinnerton's "A Brood of Ducklings"; five of Jim Tully's "Jarnegan"; five of Hergersheimer's "Quiet Cities"; twenty-five of "Swan Song"—not to mention the hundreds more of this same title in circulation. Two thousand copies of a very popular author such as Gals-

worthy or Walpole is an accepted thing. Sometimes five hundred of a Lytton Strachey or a Philip Guedella biography are ordered. It is really amazing!

In the center room, a large section is devoted to the "Most Recent Books of General Interest."

Here, perhaps, just off the press that very day, are great piles of tempting volumes. When "Elizabeth and Essex" first came out, we noticed a waist-high stack, a stack high enough to send an American circulating library owner into a panic!

Leaving "The General Interest Room," one goes into the Sport and Natural History Section. Here is food for thought: 640 volumes worth of food. "The Social World of Ants"; "A Book of Nimble Beasts"; "The Life and Love of the Insect"; "Rabbits, Cats, and Cavies"; "The Ox and Its Kindred"; "The Infancy of Animals"; "Canaries"; "The Herring"; "Letters of A Salmon Fisher's Son"; "Cattle, Sheep and Pigs"; "The Complete Swimmer." (Complete as to costume or strokes?)

What would we in our American circulating libraries do but boo a man out of our shop, who asked us to stock "The Social World of Ants." Fortunately, there is no such man, so the unpleasant boozing scene does not take place. That type of reader is handled by our public libraries, and Mr. Carnegie, not the bookseller, foots the bills.

But over here, everything is expected of the rental library. When the British subscriber does not find among a thousand other titles his book on ants, or waistcoats, or whatever unusual thing he may want, he goes very broken-heartedly to the librarian to tell his tale of woe. She, too, all

cast down, mourns with him, meanwhile doing all in her power to extract the desired volume from the stock room. Connected by telephone with this department somewhere in the basement of the forty avenues devoted to reserve stock, the desired volume may stand. If not, she traces eight volumes in South Kensington, four in Surrey and two in France. Perhaps one will be returned within twenty-four hours. If not, since the book is regular stock, a new copy will be in the hands of the reader before the next round of the clock. A guarantee of twenty-four hour service is the abiding law and is never violated.

So far as we could find out, unless a book costs three guineas or more it is not too expensive to be stocked; and not until it is so salacious it sets the books about it on fire, is it banned.

Only when it has every earmark of a strictly technical book, is it refused a home. Otherwise, providing it has any reading public at all, it is stocked, and stocked adequately.

How does the Circulating Library Owner do it?

*Everybody in the United Kingdom READS!*

Now a little about the organization of such a huge institution. A committee of five experienced men meets daily to select the library books. The new publishers' offerings are displayed and weighed. The full renting value discussed. Then the order number decided upon. Furthermore, subscribers' requests are considered and granted when possible. Naturally, upon this body of men rests a very important part of the business.

As the new titles come in, they are added by a librarian to the already huge



**MRS. PARK,** who has just returned from England, reports that everyone there reads, in trams and busses, at breakfast and tea. A great number of these avid readers may be seen with the books of the huge circulating libraries of London, and Mrs. Park describes the ways and workings of these institutions of the British booktrade.

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As the new titles come in, they are added by a librarian to the already huge

catalogued company of older titles, and at the end of each year a revised catalog, obtainable at \$1.75, is reissued. This covers every classification and furnishes excellent bibliography.

To handle such a gigantic undertaking successfully, a staff of over 350 is employed constantly. The shipping department alone requires a great force and the order department must work unsparingly to fill the country lists. These lists are mailed in by subscribers, usually once a week, along with returnable books, and by a careful double checking system, a constant flow of books is kept up between the subscriber and the library.

Provided the subscriber lives within a radius of twenty miles of London, he may receive delivery service through a fleet of twenty-five motors which are constantly crossing and recrossing the city streets and neighboring suburban roads.

The librarians and their assistants are most carefully chosen. This is reflected in their knowledge of books and foreign languages. Fourteen different languages are spoken among the thirty-seven people of this section. This is a great help in the large foreign rental department.

Three rooms of stenographers tap, tap,

tap, all day to expedite correspondence, and polite, private secretaries slip quietly in and out of offices, carrying messages or arranging appointments.

The most impressive part of the whole stupendous system is the apparent ease with which everything is done. Naturally, there must be some stir when three hundred people or more are grouped together, making any one business operate. But confusion is almost negligible here. Each person seems to know exactly what he has to do, and does it. Thus from the forty avenues of books underground to the forty stenographers on the top floors; with the crowded intermediate dispensing departments, everything seems to be executed—at least to the mere observer's eye, with the utmost precision and exactitude. And, in fact, it must be. For no business could keep in circulation successfully, over a million volumes of books without a well-nigh perfect system.

There is nothing more amazing in Great Britain than this gigantic system of book circulation; nothing unless the multitudes of readers who patronize it. These, with their catholicity of taste and avidness of perusal, appall even a "hard-boiled" American!

## Boston Booktrade News

Dale Warren

**N**INETEEN booksellers and publishers are serving on the Boston Committee which will welcome the American Booksellers' Association at its annual convention, May 13-16. The Committee is divided, as follows, into four sub-divisions:

**Entertainment:** Richard F. Fuller, Old Corner Bookstore, *Chairman*. B. H. Ticknor, Houghton Mifflin Company; E. A. Pitman, Jordan, Marsh and Company; A. H. Hall, Hall's Book Shop; Ross Whistler, Little, Brown and Company; Helen McGlade, Atlantic Monthly Book Shop.

**Program:** Walter C. Everett, R. H. White and Company, *Chairman*. Herbert Jenkins, Little, Brown and Company;

Ralph Hale of Hale, Cushman and Flint.

**Reception:** Mr. & Mrs. Herbert C. Burgess, H. R. Burgess Co., Inc. *Chairmen*. I. R. Webber, C. E. Lauriat Company; J. Morton DeWolfe, Jr., De Wolfe and Fiske Company; Bertha Mahony, Bookshop for Boys and Girls; W. F. Gregory, Lothrop, Lee and Shepard; Allan Wilde, W. A. Wilde Company.

**Printing:** Dale Warren, Houghton Mifflin Company, *Chairman*. B. H. Ticknor, Houghton Mifflin Company; W. A. Butterfield, Butterfield's.



Although the State Senate has refused to modify the present censorship law,

Boston booksellers and publishers, far from being discouraged, are hopeful for another year. The proposed bill, having been defeated by a 15-13 vote, was considered a second time and finally killed by a 20-17 majority. The *Boston Herald*, commenting on the defeat, referred to the proposed bill as "a sane and sound measure, advocated by persons whose integrity and intelligence cannot be denied for an instant and by such experts as librarians who are most intimately in touch with every aspect of the censorship problem."



The Old Corner Book Store reports that serious books are more in demand than fiction. The Atlantic Monthly Bookshop reports that their announcement of a first edition of "Further Poems of Emily Dickinson" brought them more new customers than any other announcement they have made in several years. Jordan Marsh report that they are doing unusually well with Anne Douglas Sedgwick's "Dark Hester" and Thomas Eadie's "I Like Diving," two books which they have featured by means of window displays.



DeWolfe & Fiske recently gave their Park Street windows to Roland Pertwee's "Hell's Loose" and Martin Johnson's "Lion," "Safari" and "Cannibal Land." Mr. and Mrs. Johnson spent a week at Tremont Temple where "Simba" was being given with a highly trained company of lions, rhinos, elephants, leopards and hyenas.



Ferris Greenslet of Houghton Mifflin Company and Charles B. Blanchard of Little, Brown have recently returned from successful spring trips to England. B. H. Ticknor of Houghton Mifflin Company has left Boston to attend the Western Division Convention of the American Booksellers' Association in San Francisco. H. C. Moriarty of the Harvard Cooperative Society and E. Allan Pitman of Jordan Marsh are in London in the interests of their respective book departments.



The Boston booksellers who cooperated so successfully during the holiday season in a catalog called "Better Books" are now repeating with "Better Books for Spring,"

a 32-page catalog which sifts and classifies the outstanding books issued by all our American publishing houses. In fact, the board of trade of the Boston book merchants announces that this catalog is to be published regularly four times a year, with March, June, September and Christmas numbers. A dozen booksellers and 60 public libraries are cooperating in the distribution of more than 100,000 copies of each issue. Naturally enough, all of the new books are not listed, but Director Belden of the Boston Public Library, E. F. Edgett of the *Transcript* and John Clair Minot of the *Herald* join in indorsing the books listed in this catalog, as in that published during the holiday season, as being among the outstanding books of the spring.



Geraldine Gordon's Hathaway House Bookshop in Wellesley is attracting many friends during its Sunday afternoon lectures and readings. On April 14th an interesting talk on "The Making of a Novel" was given by Sophia Cleugh, author of "Matilda, Governess of the English," "Ernestine Sophie," "A Common Cheat" and other stories which have won her a host of admiring readers.



A big portfolio called "The Graphic Processes," illustrated with a set of actual prints which Louis Holman prepared for Goodspeed & Company a week ago, has been made ready in another edition, so great has been the demand for the collection.



Hale, Cushman & Flint have announced an edition of Malory's "Morte D'Arthur," using Caxton's text, with illustrations in full color from paintings by Russell Flint. This will follow the same publisher's edition of "The Canterbury Tales" with Skeats text and illustrations from paintings by Flint which was published last fall.

### Stolen

**F**IRST edition of Hearn's "Some Chinese Ghosts" from The Burnham Antique Book Store, 54 Cornhill, Boston, Mass. First 70 pages of the volume had been cut, balance unopened, back cover slightly water-stained. Also copy of James' "Daisy Miller," Boston, 1883, nice copy.

# Chicago Book News

Milton Fairman

*Of the Chicago Evening Post*

**I**N announcing "Miss Minerva's Neighbors" for fall publication, Leigh Reilly, of Reilly & Lee, revealed that the first book of the series of seven has made an enviable sales record. Published in 1909, "Miss Minerva and William Green Hill" is still in demand at book counters and has sold 350,000 copies to date. The latest novel, as well as those preceding it, has retained the original old-fashioned format which was used in the first of the series twenty years ago.



New quarters for "At the Sign of the Beacon" have been opened in the building at 11 South La Salle Street in room 539. A feature of the opening was the exhibition of posters and Chap Book items.



Two exhibits of unusual interest have been shown in Marshall Field's book section in recent weeks. A friend of the store lent a collection of "Beggar's Opera" items including scores, programs, translations of the liberetto, and pictures of famous stars who have played it. Another exhibit was one of mounted birds, a loan from the Field Museum of Natural History, which was shown in connection with a display of spring books, and books on gardening and outdoor life.



A. Kroch, of 206 North Michigan Avenue, has sailed for Europe with Mrs. Kroch and his two children. He and his family sailed on the North German Lloyd liner Columbus for Bremen. Mr. Kroch will be back in Chicago after a few months in Germany and other countries of the continent.



With the window trimmer in mind, Reilly & Lee have issued Clarke Venable's "All the Brave Rifles" in three jackets of different color. Each dealer will receive an

equal number of each of the jackets to assist him in making an attractive window display. There is a Texas edition, with a special introduction, for the book deals with Davy Crockett, Jim Bowie, Sam Houston and the war for Texan independence.



Towertown has a new bookshop. Franklin J. Meine has opened quarters for new and old rare books near the Gold Coast and Chicago's art colony at 1422 North La Salle Street. The name of the new store is the La Salle Book Shop. One of Mr. Meine's specialties is a choice collection of American humor from colonial days down to our own Donald Ogden Stewart.



Letters gave way to radio the other day at the Boston store when four stars of the air appeared in the book section. The visitors were Messrs. Correll and Gosden, the "Amos and Andy" of chain broadcasts, and Drs. Pratt and Sherman.



Not only is Mr. Meine opening a new bookshop, but he is also the publisher of a new book of verse which is one of the most interesting publishing ventures in these parts for some time. Helen West Heller's "Migratory Urge" is printed entirely from woodblocks on Spanish handmade papers. The verses and illustrating cuts are both done by Miss Heller and the edition is limited to 109 signed copies.



A. J. Barr, author of "Let Tomorrow Come" was a recent visitor at the Nelson Baude Bookstore, 1218, The Bankers' Building. This shop for some weeks has had a one-man exhibition of the paintings of John Goosens, a Chicago artist. "Let Tomorrow Come" is one of W. W. Norton's first ventures in fiction.

## In and Out of the Corner Office

**A**NDREW KEOUGH, Librarian of the Yale University Library since 1916, has been selected as the new President of the American Library Association to succeed Miss Linda Eastman, Librarian of the Cleveland Public Library. Mr. Keogh was born in Newcastle-upon-Tyne, England, and was educated at Durham College of Science and at Yale University. For six years he was Reference Librarian of the Newcastle Public Libraries, for one year Librarian of the Linonian and Brothers Library at Yale, and for another six years Reference Librarian at Yale University before becoming Librarian. In 1928 he received an honorary degree, Litt.D., from the University of Michigan, Ann Arbor. He has been a member of the American Library Association since 1898.

\* \* \*

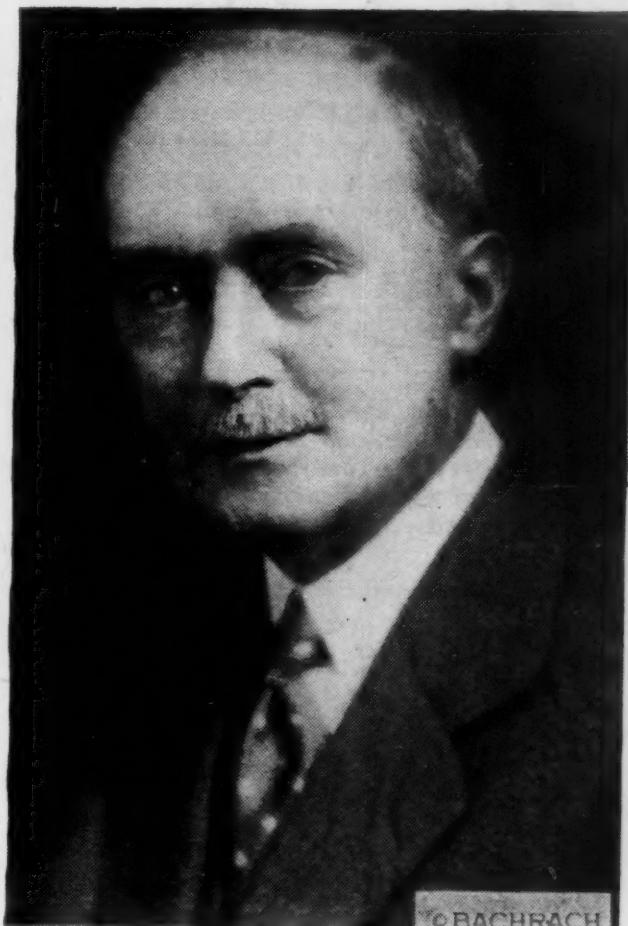
May Lamberton Becker, widely known as a lecturer on contemporary literature and the "Reader's Guide" of the *Saturday Review*, has accepted the position of Book Review Editor of the *Youth's Companion*.

Mrs. Becker's national reputation has been as a critic of general literature rather than in the comparatively new province of book reviewing for young people, but her book, "Adventures in Reading," published by Stokes this year, was something on young people's reading—written for them—totally different from anything that had yet appeared.

Previous to taking over the *Youth's Companion* book department, Mrs. Becker was book critic of the *American Girl Magazine*. "Books as Windows"—a new volume in which she does for grown-ups what she has already done for young people in "Adventures in Reading"—will be published by Frederick A. Stokes Company next Fall.

\* \* \*

Following Calvin Coolidge's entrance into authorship Al Smith, former governor of New York, is to write his life story for serial publication in *The Saturday Evening Post* it was announced this week. The story will cover Mr. Smith's career from his Fulton Fish Market days and bring



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Andrew Keogh

him on through his many years of public life to the conclusion of the recent campaign. The publication of the story in book form is contemplated but we have been unable to discover who will publish it.

\* \* \*

The regular meeting of the Women's National Book Association was held at the National Arts Club in New York on Tuesday evening, April 16th. Joan Lowell, who is so much in the public eye because of her book, "The Cradle of the Deep," and Harry Louderbough, prominent business man and collector of books, spoke.

\* \* \*

Alice Wilde has resigned as Vice-President of Ball & Wilde, Inc., 30 Broad Street. She leaves New York to take up her residence on her farm on the Shawangunk Ridge near Middletown, N. Y.

# THE Publishers' Weekly

*The American Book Trade Journal*

Founded by F. Leyboldt

EDITORS

R. R. BOWKER F. G. MELCHER

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a copy

62 West 45th St., New York City

April 20, 1929

*I hold every man a debtor to his profession, from the which, as men of course do seek to receive countenance and profit, so ought they of duty to endeavor themselves, by way of amends, to be a help and ornament thereunto.*

—BACON.

## Tariff Revision

**A**S tariff revision comes before the special session of Congress several proposals for changes in the book situation are due for consideration, but the proposal most actively urged is that of the American Federation of Labor.

In January Matthew Woll, vice-president of the Federation, appeared before the Congressional Committee asking the adoption of the American valuation plan for all schedules, and on April 8th he appeared before President Hoover making the same plea.

In the present tariff law the American Valuation plan is applied within one schedule only, that of chemicals, those portions covering dyes and other coal-tar products, and the government has set up in the New York custom house an extensive chemical laboratory to test out all dye importations in order to estimate what their production cost under American conditions might be.

Those who oppose a broader adoption of this plan point out the great complication of applying duties under that method. No two books, for instance, are exactly alike, therefore each imported book would have to be studied separately before it could be admitted, the cost of the paper, of the type setting and press work (and inasmuch as these costs vary tremendously with the

size of the edition some way of estimating the size of a possible American edition would have to be found), the cost of illustrations and of making plates for same. The difficulties of making such an estimate are staggering and delays would be interminable.

Beside this delay in custom house procedure, the book publisher would be faced with the fact that he must plan to market a book without having any accurate way of forecasting his costs. No one could tell him what the duty on his books might prove to be.

Can American printers gain from the drastic curtailment of English book importations? We think not. With the rapid increase in book consumption in this country, as again emphasized by the new figures from the Bureau of Census, there has been no similarly rapid increase of the importation of books; and most of the books that are imported are not books which would be manufactured here if the English editions were cut off, as is proposed by this suggested revision. The editions of them that can be sold here are too small to permit profitable remanufacture. Printers gain most by assent to a reasonable importation of books for the successes among these experimental lots are then remade here in order that supplies may be quickly available. And printers must also have in mind that the United States exports more of the products of the press than it imports.

The only explanation that can be offered of Labor's continued effort to change the present situation is that it believes in American Valuation for other schedules and thinks that the only way to get Congressional attention to that method of levy is by asking that it be applied to every dutiable item.

## The San Francisco Convention of Booksellers

**T**HE first of the Western Conventions of the American Booksellers' Association was held at the Sir Francis Drake Hotel in San Francisco on the first four days of this week. An address of welcome by former Senator James D. Phelan and a keynote speech by Frederic

G. Melcher introduced the four days of general business sessions, round table discussions, dances and banquets. Over two hundred members who registered agreed that the committees could not be over praised for the entertainment they had provided and that the excellent floor discussion more than proved that western booksellers had ideas to discuss and the ability to discuss them.

The convention elected the following officers:

*President:* Paul Elder, San Francisco.

*Board of Trade*

*For Three Years:*

Howard M. Boys, Methodist Book Concern, San Francisco.

Ernest Dawson, Los Angeles.

Richard G. Montgomery, J. K. Gill, Portland.

*For Two Years:*

David Newberry, The Emporium, San Francisco.

Leslie I. Hood, Vromans, Pasadena.

Eugene Sommer, Sather Gate Bookshop, Berkeley.

*For One Year:*

Albert Hooper, Salt Lake City.

J. E. Erickson, Lowman & Hanford, Seattle, Wash.

M. F. McCrain, University Bookstore, Eugene, Ore.

*Alternates:*

Charles Hixson, Fowler Bros., Los Angeles.

John Howell, San Francisco.

Warren Baldwin.

Resolutions were passed in the Convention: Encouraging the Clearing House; Asking to have a Clearing House on the Coast; Asking the publishers to reconsider with booksellers some plan of national display advertising, to supplement present promotion; Supporting Fair Trade Bill; Requesting standard discount on religious books; Requesting 10% exchange privilege on all yearly accounts; Urging coast booksellers to consider 15% as standard discount to libraries; Urging more bookselling education; Protesting against advertising that does not mention bookshops, and other diversions of trade, also books used as premiums.

One of the most important moves was

the following resolution offered by John Howell: "Whereas: It has come to our attention from a friend who was, on several occasions, a guest at the White House at the time of the Inauguration, that the White House has no permanent library, each President supplying his own books and removing them upon his departure;

"It would seem a most fitting thing for the American booksellers and publishers to present a permanent library to the White House of, say, 500 books now and 50 new publications each year, well selected, not entirely from among the "standard" books which stand on the shelves, but rather, readable ones;

"Let it then be resolved: That a committee be appointed to make such a selection, and this Association institute the plan and present it to the Eastern Convention of the American Booksellers' Association in May.

"Further be it resolved: That a chairman for this committee be appointed, who, with the chairman of the convention, will select a permanent White House Library Committee of librarians, publishers, booksellers and editors from different parts of the country:

"Be it also resolved: That this Committee consider the feasibility of adopting a special White House Library bookplate with a place for the donor's signature.

"With the feeling of certainty that the different book association would take pride in such a collection and see that it be made and kept representative in every respect, this resolution is hereby proposed."

The success of the convention was assured from the very start and the four days of stimulating activity ended with talk of Hollywood for next year's western convention and election of a western chairman and nine directors to manage the executive direction in the future. The various speeches and full reports of the round table discussions will be published in next week's *Publishers' Weekly*.

NEXT WEEK:  
A FULL REPORT OF  
THE WESTERN CONVENTION  
OF BOOKSELLERS

## Dr. Burton Denies Announcing the Pulitzer Prize

**D**R. RICHARD BURTON, chairman of the jury that makes the recommendations for the Pulitzer Prizes, talking to the *Publishers' Weekly*, denied that he had revealed in a lecture last week that Oliver's "Victim and Victor" had won the Pulitzer novel prize. Dr. Burton said emphatically that neither he nor his two colleagues had the right to make any announcement about the prize winner. He said that his committee had power only to make a recommendation to Columbia and that Columbia alone had the power to make the award or any announcement about the award. Dr. Burton also denied that he had said that only the socialistic tendencies of Upton Sinclair's "Boston" had prevented the book from getting the prize. Dr. Burton's theory is that members of his audience and representatives of the Minneapolis newspapers interpreted his enthusiasm for Oliver's book as proof that it would get his vote for the Prize, and that his personal feeling that Upton Sinclair's "Boston" was marred by its special pleading was also misinterpreted as a statement that this special pleading prevented it from getting the prize.

The *Publishers' Weekly* had received its information from a most reliable reporter.

The *Publishers' Weekly* called to Dr. Burton's attention a statement in the New York *World* of April 16th made by Dr. Oliver in which he said "he was told of the award a week ago, although he was not supposed to know it officially."

The New York *World* of April 17th prints the following statement from W. C. Robertson, Managing Editor of the Minneapolis *Star*:

"Dr. Burton's criticism of 'Boston' as given by a reliable reporter of the *Star* refers to it as a 'wonderful piece of literature, undoubtedly one of the best books Sinclair has ever written. But it has one fault which all of his books possess—its Socialistic tone. In its essence it is nothing but a story of the Sacco-Vanzetti trial. It is this tendency of Sinclair's to write socialistic propaganda into his work that definitely eliminated 'Boston' when this book was up before the judges for the Pulitzer Prize. Otherwise it probably would have won out."

## Seek to Enjoin Guild Ads

**A**PPPLICATION for a temporary injunction against The Literary Guild was filed at the Supreme Court by Joseph R. Truesdale, counsel for The Book League of America, according to an announcement of the Committee of Joint Subscribers to The Book League of America, Inc., and The Literary Guild of America, Inc.

Pending the determination of a suit for \$50,000 damages on the ground of alleged unfair competition, The Book League has petitioned the Supreme Court of New York County to enjoin the Literary Guild "from publishing or distributing circulars or inserting in *newspapers*, magazines or other periodicals, advertising copy or matter which directly or indirectly, expressly or by implication, draws or attempts to draw, a misleading, deceitful or false comparison" between the two book clubs.

The complaint of the Book League cites specifically a full-page display advertisement which appeared in the Book Review Section of the New York *Times* on March 10th, alleging that the advertisement "was deliberately and intentionally false and calculated to injure the plaintiff and deceive readers of the advertisement."

Justice Mullan, sitting at Special Term, Part III, denied the motion of The Literary Guild, to dismiss for insufficient cause of action the Book League suit for \$150,000 damages on the ground of alleged libel. That suit charged the Guild with circulating a pamphlet containing a statement that the Book League was discontinuing its program of issuing paper-bound new books and cloth-bound classics, and seriously harmed its business.

## New A. L. A. Pamphlet

**T**O the Reading-With-A-Purpose series of the American Library Association was recently added Number 47, "The Human Body and Its Care," by Dr. Morris Fishbein, who recommends: "Personal Hygiene Applied," J. F. Williams, *Saunders* \$2.00; "What You Should Know About Health and Disease," H. W. Haggard, *Harper* \$5.00; "The Human Body," Clendening, *Knopf* \$5.00; "Your Weight and How to Control It," Fishbein, Ed., *Doubleday* \$5.00; "Keeping Mentally Fit," Joseph Jastrow, *Greenberg* \$3.50.

# Book Publishing in the United States to 1901

Downing Palmer O'Hara

## CHAPTER III—PART II

### *Booktrade Organizations and Underselling, 1860-77*

ON November 19 of the same year the New England Booksellers' Association was organized at Boston. Mr. Houghton was made chairman of the meeting. A. D. F. Randolph asserted that Boston was the worst offender in regard to underselling. He exhibited the list of signatures to the 20 per cent rule, which included practically all the New York publishers and book dealers. R. R. Bowker claimed that the public were in sympathy with the booksellers. All those present signed the 20 per cent agreement.

At a meeting of the Central Booksellers' Association on March 2, 1875, E. L. Jansen, of Jansen, McClurg & Co. of Chicago, reported that the 20 per cent rule was working very well in Chicago and vicinity. At first some customers and libraries caused trouble; in general the rule was being observed. Mr. Appleton introduced a resolution which had for its purpose the boycotting of offending firms by refusing to deal with them or to sell books to them at greater than 20 per cent discount. It was passed by a vote of ten to two. An amendment to it provided for the appointment of a committee, which should maintain signatures, and notify the members of the association of the proper time to put the resolution into effect.

The text of the 20 per cent rule, which was submitted to publishers for their signature by the Central Booksellers' Association aroused the greatest interest that had been shown in the book-trade for years. Its exact wording was as follows:

"The Central Booksellers' Association adopts 20 per cent as the maximum discount to be given to libraries, schools, teachers, professional men generally, and other

large buyers outside the trade with the exception of supplies of school-books for first introduction; specimen copies of school-books for examination; school-books for school boards, and state normal schools created by law, and authorized to purchase supplies from public funds; school-books for schools other than Sunday schools supported by religious and benevolent societies, and purchasing their own supplies of school-books; and to such merchants as deal in books and school supplies. The undersigned publishers and booksellers hereby accept the above by-law of the Central Booksellers' Association, to take effect on the 20 of November next, and agree that the terms herein named shall be the rate of discount thereafter allowed on all sales at our establishment."

As has already been noted most of the publishers of New York had signed this agreement. Many other prominent publishers from Boston and Philadelphia had done likewise. Unfortunately, the largest jobbing firm, that of J. B. Lippincott & Co. of Philadelphia, had refused to sign. As long as this important firm refused to co-operate little success could be expected of the effort to reform. The Lippincott firm objected to a sudden change, fearing that much of their trade would be lost if a sudden change were made to make the maximum discount 20 per cent. Instead this firm suggested that 10 per cent be the maximum discount to those not connected with the trade but that at present it be restricted to new books issued after January, 1875. To this *The Publishers' Weekly* took exception. It said that this Philadelphia house had got its business largely from its jobbing, not from its retail trade, and by continuing to sell at greater than 20 per cent it was helping ruin the trade of the booksellers who wished the reform to be adopted.

The Lippincott firm finally stated its

objections to the 20 per cent rule, the chief of which were as follows: First, it objected to giving discounts to "professional men generally." Since law books were usually meant for lawyers, medical books for doctors it saw no reason why such persons should not pay full value. Second, this firm objected to giving 20 per cent discount to "large buyers outside the trade." How could one determine whether a buyer was a small or a large buyer? Small and large bookstores would have different standards of measuring small and large sales. Third, Lippincott's had put restricted discounts into effect in the preceding year upon the advice of the trade organizations only to have one of those houses that had agreed to the discounts refuse to live up to them. Lastly, the resolution was so indefinitely worded that even the members of the committee disagreed regarding its meaning.

The *Publishers' Weekly* urged this great distributing firm to come into the company of those who believed in the reform so that they could keep mistakes from being made. Finally the Lippincott firm agreed to abide by the following conditions if the publishers and booksellers of Boston, Philadelphia, and New York would do likewise. First, that all books be sold at the published retail price except that a maximum discount of 20 per cent be allowed to libraries and school teachers and to buyers outside the trade who purchased more than \$100 net at one time. The *Publishers' Weekly* considered this a great victory for reform.

#### Niagara Falls Convention, 1875

The next convention of the American Book-Trade Association was held at Niagara Falls, July 13-15, 1875. An incomplete record shows that at least 179 delegates were present, but that about 120 more individuals or firms had intended to come who either did not arrive or failed to register when they arrived. Some idea of the interest taken in booktrade reform may be seen by comparing the number of delegates who arrived and failed to arrive. From the western states, which for the most part meant Ohio, Indiana, Illinois, Missouri, Iowa, Michigan, Wisconsin, Kentucky, and Tennessee, 71 delegates were present and 41 were absent. From New

York City 37 were present and 24 were absent. The middle states of Pennsylvania (excluding Philadelphia), New York (excluding New York City) and New Jersey had 30 present and only 14 absent. Boston showed its interest by sending 9 out of 11 who had signed up to come, while Philadelphia was rather poorly represented, only 8 being present and 13 absent. Cincinnati had 8 present and 4 absent, while the New England states, outside of Boston, were represented by only 6 persons, 9 others being absent. We see from these statistics that the greatest interest in the reform was in the western and middle states. 154 of the 179 delegates were from these states, the entire south and New England states mustering only 25 delegates. Among the cities, Boston and New York showed the greatest interest.

Among the more important publishing firms that had delegates present were: D. Appleton & Co.; Baker, Pratt & Co.; A. S. Barnes & Co.; E. P. Dutton & Co.; Dodd & Mead; Scribner, Armstrong & Co.; G. P. Putnam's Sons; George Routledge & Co.; American Tract Society; Sheldon & Co.; John Wiley & Sons; Catholic Publishing Society, Harper & Brothers; American News Company, all from New York City; H. C. Baird & Co.; J. B. Lippincott & Co.; Porter & Coates; Claxton, Remsen, and Haffelfinger, from Philadelphia; James R. Osgood & Co.; George W. Armstrong, and H. O. Houghton & Co., from Boston; Wilson, Hinkle & Co., R. Clarke & Co., of Cincinnati; and Jansen, McClurg & Co., of Chicago. But this last firm was a wholesale distributor rather than a publisher.

At this convention reports were heard from all the leading publishing centers concerning the condition of the trade. Mr. Barnes, president of the Central Booksellers' Association, reported on the accomplishments of his association. The most important accomplishment was the securing of 157 signatures to the 20 per cent rule, of which 37 were from Boston, 47 from New York and 49 from Philadelphia, and the remainder from scattering places. This would indicate that Philadelphia was more agreeable to reform than even New York City. The house of J. B. Lippincott & Co. signed the 20 per cent agreement a few days before the convention. The an-

nouncement of this fact brought forth loud and continued applause in the convention. Reports from Chicago, Milwaukee, and Cincinnati indicated that the 20 per cent agreement was being well observed and that it had decidedly benefited the trade. St. Louis, however, reported much difficulty in maintaining the rule. George Haven Putnam of New York spoke briefly on the necessity of being cautious in all the rules and by-laws that are enacted in order to prevent making costly mistakes. Daniel Lothrop of Boston reported difficulties in the working of the 20 per cent rule in as much as Boston was bothered with one or two large undersellers who refused to enter into any agreements.

A committee of 30 was appointed to draw up resolutions regarding the attitude of the convention on trade questions. The resolution drafted by this committee, not being satisfactory, was referred to a smaller committee of five from the larger committee. This committee of five consisted of George Brown, A. S. Barnes, Joseph S. Cushing, S. T. Bowen, and Timothy Nicholson. The resolution drafted by it was unanimously adopted. It read as follows:

"Whereas, it is the unanimous and settled convictions of this association that unless its principles and resolutions are rigorously carried into effect, it will be impossible for honest booksellers longer to maintain themselves, that the best and most enterprising booksellers will rapidly withdraw their capital from this business, and that serious loss must come to publishers, as well as to the trade at large.

"And whereas, we believe that the time has come when by the hearty cooperation of all branches of our trade, a final blow may be struck at the evils of underselling, and pledging ourselves faithfully to stand by one another in measure necessary to that end; therefore

"Resolved, that we, as an organization, do most respectfully and yet earnestly ask publishers so to control the sales of their publications to jobbers and other dealers, as to protect us in securing from the public the prices which they themselves have fixed on their own publications, and to prevent undersellers from purchasing at rates that will enable them to continue to sell in violation of the rules of the association."

#### Underselling Defined

Underselling was defined as follows by this convention:

"An underseller, in the meaning of this association, is defined to be a dealer, whether

a member of the organization or not, who in practice violates its by-laws and agreements as to the sale of books, this fact having first been proved to the satisfaction of the Arbitration committee of this association."

A discussion regarding the disposal of worn and unsalable stock resulted in leaving this up to the discretion of each individual member.

A very important resolution was adopted regarding the maintenance of the publishers' retail price. As adopted it read:

"The American Book-Trade Association pledges itself to maintain, and urges upon the entire trade the absolute necessity of maintaining the publishers' advertised retail prices, in all sales to buyers outside the trade, excepting that a reduction not to exceed 10 per cent on medical books, and 20 per cent in all other classes of books (including educational) may be allowed to the following classes only: public libraries (including circulating and Sunday-school libraries); clergymen and professional teachers; professional books to professional buyers; large buyers—said purchasers buying solely for their own use; and in the case of exceptions made by the Publishers' Board of Trade, for publishers only.

"In case the rules of this association should, under exceptional circumstances, work injustice to any dealer in competition with other parties, said dealer may state his case to the Arbitration Committee, and this committee shall have power to authorize him to take such measures as will meet the emergency, after notice had been given, and the like liberty granted, to other dealers directly concerned."

The Cincinnati *Commercial* of July 16, 1875, said in a news item: "The convention has been characterized by a spirit of fairness, which augurs well for the future success of the organization."

The Niagara convention marked the high water level of interest in the reform of the booktrade. A large representative delegation was present of publishers, jobbers and book dealers. The discussions were many and long. The resolutions were the most important so far considered. Unfortunately the unsettled financial condition of the country from 1873 to 1877 had much to do with making the booktrade still more pessimistic regarding their business. The public generally misunderstood the intentions of the A.B.T.A., thinking it was a trust and was attempting to keep prices high. What they were really attempting was to reduce prices so that discounts could also be reduced. Some newspapers engaged

in tirades against the "booksellers' ring." It was not long before the reform forces were placed on the defensive and had to explain why the reform was not an attempt to make the publishers rich.

The undersellers were referred to among the trade as book butchers. One of the most notorious book butchers had a large bookstore in Boston, where he conducted a lottery business in books. He advertised that he had more than a million new and fresh books many of them selling regularly from \$2.00 to \$3.00, but that due to the fact that he had bought them for cash during a period of depression he would sell any book for \$1.00. In addition every buyer would get an "elegant" present. The list of premiums comprised \$30,000 in greenbacks, \$25,000 in watches, \$45,000 in books, and \$150,000 in various articles. Such methods of doing business as this proved ruinous to the booktrade in Boston and several important houses went into bankruptcy. The Boston house that attempted this lottery business failed, but not until it had done much damage to the more conservative Boston book dealers. Even the well-known house of Lee & Shepard was forced to make a compromise in bankruptcy.

In 1876 shortly before the meeting of the Philadelphia convention the house of James R. Osgood & Co. of Boston reduced the retail prices of their books. The usual reduction was 16 to 33 per cent. Trade discounts were then strictly limited to 25 per cent, while a discount of 33 per cent was allowed to jobbers. Inasmuch as this house was located in Boston where the worst of the underselling and book butchering had been going on it speaks well for their willingness to be the first to reduce retail prices to a reasonable level.

In addition to opposition from some newspapers and "book butchers" the publishers had to face strong opposition from libraries to the enforcement of the 20 per cent rule. An important library convention was held in Philadelphia from October 4-6, 1876, known as the Centennial Conference of Librarians at which the greater part of a morning was spent in discussing the publishers' 20 per cent rule. W. F. Poole introduced and vigorously defended the following resolution, which was finally adopted:

"Resolved, that the discrimination against libraries in the rules of the American Booksellers' Association, which forbids the trade from supplying libraries with books at a greater discount than 20 per cent is unjust and impolitic and is a rule which no librarian is bound to respect."

The most important objection to the 20 per cent rule was that it was not being uniformly enforced. Mr. Poole charged that large libraries could get almost any discount, if they tried hard enough, whereas no such leniency was shown to smaller libraries. Economic pressure in the form of boycott was being used by members of the American Book-Trade Association against those unorganized publishers who refused to observe the 20 per cent rule. Mr. Poole was very much opposed to this policy. Another librarian of note, A. R. Spofford, thought that the percentage should not be narrowly limited at the very time when book prices were artificially high. The viewpoint of the publishers was defended by the *Publishers' Weekly*. Mr. Christern explained that a greater discount than 20 per cent meant no profit to the bookseller, for the average cost of handling books is 15 per cent. According to Mr. Poole two weeks previously the Chicago booktrade had resolved to disregard the 20 per cent rule in relation to libraries.

The *Library Journal* made this comment in regard to the underselling question:

"The general conclusion was that whatever the publishers meant, the rule had resulted in very uneven, and hence, unfair, treatment of libraries, since in some cases it had been kept and in others broken. Practically, the result of the conference has been to complete the breaking down of the rule in relation to libraries, it had already been officially surrendered by the Chicago trade, and other publishers were inclined to relinquish it as they could honorably withdraw from this portion of the argument. As things stand now the 20 per cent limit does not hold, practically, against libraries."

At this convention a committee was appointed to meet with the American Book-Trade Association and discuss their differences. A year later at the first annual meeting of the American Library Association in September, 1877, Mr. Poole reported that the committee on discounts had not conferred with the publishers to any extent as they had held no recent convention, and that in fact the 20 per cent rule

was "substantially abolished." His own library was able to get as high as 38½ per cent discount without the least trouble. He gave credit to the library convention of the previous year for the overthrow of the 20 per cent rule.

In a speech before the Philadelphia convention of the A. B. T. A., President Randolph said this concerning library discounts:

"The most notable violations of the 20 per cent rule have risen out of transactions with these institutions" (libraries). "These violations are not to be charged to the managers of the libraries of these institutions, but to the failure sometimes of the local dealer, sometimes of the jobber, and again of the publisher, to adhere rigidly to the rule of the associations. It would seem to be a perfect passion of the American booktrade to work for the libraries of the country at a loss of from 5 to 10 per cent, or for a nominal profit of 10 per cent. . . . I commend the whole subject to your careful consideration, and in the fullest confidence that you will find the libraries of the country ready to accept your rule whenever you are ready to strictly maintain it among yourselves."

#### The Last A. B. T. A. Convention

The last convention of the A. B. T. A. was held at Philadelphia, July 11-13, 1876, during the Centennial celebration in that city. About 153 delegates were present. The booktrade had a noteworthy display of books and printing at the celebration and so selected this city for their meeting. The meeting was far less important than the other two, due very considerably to the extreme heat. This fact is dwelt upon in the report of the convention. The sessions were shortened because of the weather. The convention completely failed to make any recommendation regarding the retail sale of books. The business transacted dealt mostly with minor amendments to the constitution. One of them provided that when a dispute arises the complaining party must first report the case to the local association, if there be one, before reporting it to the Arbitration Committee of the A. B. T. A.

Wm. H. Appleton was elected president. But this proved to be the last meeting of the American Book-Trade Association. The 20 per cent rule became increasingly hard to maintain. Book Butchering became as bad as ever. In April, 1877, the *Publishers' Weekly* declared:

"The president-elect, we believe, had never accepted or declined, and probably considers that there is now nothing in particular to decline. The executive committee, which, under present circumstances, is the head and front of the offending, has no encouragement to do anything, and the book fair committee has lost its head. The 20 per cent rule has practically fallen to the ground."

#### The New Cooperation

The one outstanding result of all the agitation concerning underselling and discounts was that it had unified the booktrade as never before. In spite of many infractions of the American Book-Trade Association's rules, progress had been made. Before 1860 each publisher thought only of himself and his customers, whereas now there was a much greater feeling of co-operation between them for their mutual benefit and protection. The conventions at Cincinnati, Put-in-Bay, Niagara Falls, and Philadelphia were the beginning of the movement which in 1901 finally resulted in the organization of the American Publishers' Association and also the American Booksellers' Association. In an editorial called "The Booksellers' Movement" in the New York semi-weekly *Tribune* is this comment upon the booktrade organizations which is pertinent.

"If it can give the public its books at an honest price to all alike, and possibly replace the unwholesome discount system by some ultimate reduction in the general retail price, so much the better. . . . The movement which has produced the American Book-Trade Association and organized the Book Fair seems to have the double purpose of promoting sound business principles and inspiring the trade with a real sense of the importance of its work. So long as it holds wisely to these aims it deserves the public support."

*Part I of Chapter III, "Booktrade Organizations and Underselling, 1860-77," appeared in the Publishers' Weekly of April 6th. The next chapter will be on "Subscription Books and Their Publishers."*

# German Private Press Books at the Grolier Club

A SELECT group of books issued by the various German private presses is being exhibited until the end of April at The Grolier Club, 47 East 60th Street. All of the private presses now producing books in Germany, seventeen in number, are represented in the exhibition.

The development of private presses in Germany is a 20th century activity and has been inspired almost entirely by English fine printing at the end of the last century—principally by the work of the Kelmscott and Doves Presses. With two or three exceptions the types used have been designed for the exclusive use of each press, and in a number of cases these special faces have been used for a single work only. These new types show the greatest care in their design and it is interesting to note that they depart almost entirely from the Gothic style of type regularly used in Germany before the present century. The types are invariably hand set, and the sheets are printed under the direct supervision of the various master printers. It may, perhaps, be safely said that in composition, ink, registration and press work, nothing superior to these books is being produced today. The exhibition includes also examples of illustrated books and richly decorated leather bindings and a really remarkable facsimile of a manuscript (the Codex Manesse, done by the Insel Verlag). The main interest of the exhibition is in the typography and press work of the volumes.

Count Harry Kessler of Weimar, whose finely printed books have been issued under the name of the Cranach Presse, is regarded by many as the best of Germany's typographic artists. Work on his edition of Virgil, begun in 1911, was finished only last year. The type which he has designed for this work was modeled on a Doves Press type. The paper for the edition is of his own manufacture. The woodcut illustrations are the work of Aristide Maillol.

The Bremer Presse of Munich was founded in 1912; and has produced a number of folio volumes. The Iliad and Odyssey have been printed in a vertical Greek face, quite different in appearance from the cursive of our text books. Fifteen trial cuts were made, during a period of five years, before the press was satisfied with the Bible type used only in the Bremer Presse edition of Luther's Bible. Other faces are used in various books printed in Latin, Italian, French, German and English—all printed on hand-made paper with a very rich specially made ink. The bindings for the press are done by Miss Frieda Thiersch. Dr. Willy Wiegand of the Bremer Presse arranged the present exhibition and addressed the members of the Grolier Club on the opening night.

The Rupprecht Presse of Munich, working with a variety of commercial types, has produced in its ten years a large number of well printed and well bound books.

Christian Kleukens founded a press in Darmstadt in 1907, and has since developed a number of types which he has used in books bearing the imprints of the Ernst Ludwig, the Kleukens and the Mainzer Presses.

Two cases are devoted to the work of Marcus Behmer of Berlin and Rudolf Koch of Offenbach, who have no presses of their own, but who have done a great deal for German typography. The Behmer books are beautifully illustrated, and Behmer's work in the printing of music is particularly fine. Koch's types are of considerable interest: his Antiqua type is now being used to some extent in America.

The Officina Serpentis of Berlin was founded by Ernst Tieffenbach in 1911. Mr. Tiffenbach's chief book is the Divine Comedy, with woodcuts after the drawings of Botticelli. This press has done some fine work in illuminated initials and borders.

Other presses represented in the exhibition are the Janus Presse, the Insel Presse,

the Staatliche Akademie, and the Insel Verlag (already mentioned)—all of Leipzig; also the Ernst Engel Presse, Offenbach, the Ratio Presse, Darmstadt, and the Presse Oda Weitbrecht of Hamburg. Miss Weitbrecht is the only woman in Germany who sets her own type and prints her own books. A number of books printed by the Klingspor Foundry of Offenbach are also shown—experiments with the types which they design for the trade.

The exhibition will be open to the public from ten to six daily until May 1, 1929.

### Herbert Putnam Honored

**I**T is noteworthy that this month of April, 1929, has been the occasion of two celebrations within the remarkable brotherhood and sisterhood of the family of George Palmer Putnam, the elder. George Haven Putnam, having celebrated on the 2nd of April his eighty-fifth birthday at his desk, hard working, most prompt of correspondents, took a train to Washington late in the week for the festivities in connection with the culmination of thirty years service of Herbert Putnam as Librarian of Congress. Herbert was a baby in arms when his eldest brother was a soldier at arms in the Civil War, and on the occasion of the festival the senior made to the junior the shortest of his many speech-makings—"Herbert, I am proud of you."

On Friday noon, April 5th, when thirty years of the Librarian's great service to the nation and to all libraries through the Library of Congress had been completed, he was surprised by the sudden appearance in his room of a procession of twoscore or more, headed by Senator Fess, Chairman of the Senate Library Committee, and R. R. Bowker, senior of the library folk present, who brought to him the unique volume which had been months in preparation under the editorship of W. W. Bishop and Andrew Keogh, in a sumptuous binding, containing contributions from sixty-two librarians and publicists, and which had been kept so close a secret during the months of preparation that the librarian had no suspicion of the coming event. The presentation address was made by Mr. Bishop, to which the recipient responded.

Later the Friends of Music in the Library of Congress, through Mrs. Walter

Howe, presented a check of \$1,000 to the Librarian for the purchase of autographs, manuscripts and rare musical works for the Music Division of the Library under Mr. Engel's charge.

After a luncheon, at which thirty of the contributors and others sat together in what is known as the "Round Table Room," there appeared in the Librarian's room a delegation of the library staff, for whom Charles W. Coleman presented another beautifully bound volume containing the tribute to their chief, signed in autograph by 135 members of the immediate staff who had been in service with the Librarian for fifteen or more years—these out of the 450 members, not inclusive of the 100 in the Copyright Office and the auxiliary force.

On Saturday this Library Day became a day of personal tribute when twoscore or more members of the Round Table, members by virtue of the initiative of an invitation by the Librarian to the luncheon board, gathered around the tables for luncheon, after which came another ceremony, with brief speeches from Senator Fess, from Representative Luce, Chairman of the House Library Committee, and Justice Stafford, Dr. Charles Moore presiding, through whom another presentation was made in tribute to Dr. Putnam, this time a very rare volume not in the Library of Congress, the Marquis de Montcalm's "Relation de la Prise d'Oswego," of which only three copies are extant.

The pleasant ceremonies will be found more fully described in the *Library Journal* for April 15th, but this brief summary is here made because of the close relation between the Library of Congress and its Librarian and the booktrade which owes so much appreciation for the record of American publication developed during his time, through his initiative and the service of Register Solberg of the Copyright Office.

### Extends Time on Lowell Book

**B**ECAUSE the judges of the Book-of-the-Month Club believed "The Cradle of the Deep" "to have a higher degree of authenticity than it now seems to have" the Club is extending for one month the privilege to subscribers of exchanging this disputed volume for another book.

## In the Bookmarket

**M**AY is Rufus King month and if the public is not aware of it it won't be the book clubs' fault. The Detective Story Club and the Crime Club judges have both voted for Mr. King's "Murder by the Clock" and the Book-of-the-Month Club has put it on its recommended list. The book is published by the *Crime Club*. \* \* \*

Unfortunately the plays of Philip Barry and those of Elmer Rice which were listed in the spring announcement number of the *Publishers' Weekly* were given as being published by the *Midwest Company* when they should, of course, have been listed as *Samuel French* publications. \* \* \* *Victor Gollancz* apparently approves of the American way of doing things. In the *London Times* he recently reproduced exactly the *Crime Club's* advertisement in the *New York World* of Kay Strahan's "Footprints," including prominent mention of the fact that the book had won the "U. S. A. Scotland Yard Prize." *Gollancz* also used the Club's window display in London and reproduced a photograph of Brentano's 47th Street window in another of his ads. \* \* \* Incidentally, the *Crime Club* has postponed the publication of Joseph Auslander's "Hell in Harness" from May 3rd to September 6th. \* \* \*

*Knopf* is re-issuing Claude Bragdon's "A Primer of Higher Space" which will be ready probably at the end of this month. The list price of the book will be \$2.50. \* \* \* A committee of the Commercial-Technical Group of the Special Libraries Association is at work on a "six inch" shelf of books on English Usage as perhaps a minimum collection for any library that pretends to go into the subject at all. To produce this shelf calls for a selection from a long list. The committee is open to suggestions and it welcomes lists from all sources. Every librarian, general or special, interested in the subject is invited to communicate with the chairman, George W. Lee, Stone and Webster Library, Boston, Mass. \* \* \*

A hitherto unknown work of Alexandre



Courtesy of the Metropolitan Museum of Art

*A man's study for a country house designed by Ralph T. Walker, one of the interesting rooms in the modern decorative exhibition at the Metropolitan Museum of Art. The placing of the book shelves is most unusual*

Dumas, 50,000 words long, has been discovered and will be published in the fall by *Appleton*. It is an account of his adventurous Italian journey in 1860 and will be issued under the title of "On Board the Emma." The manuscript is entirely in Dumas' handwriting. \* \* \* John Erskine, who has been staying in Europe this winter except for the time spent dashing to this country for one of those mysterious two-day stays, dropped in on *Bobbs-Merrill* the other day, gave them the manuscript of his new novel which will be published in the fall, and took the boat again for France. We knew he was a good musician, professor, novelist and essayist. We hadn't realized he was so good a sailor. Joan Lowell will have to watch him. \* \* \* Virginia Sullivan, whose novel "Permanent Wave" has been pub-

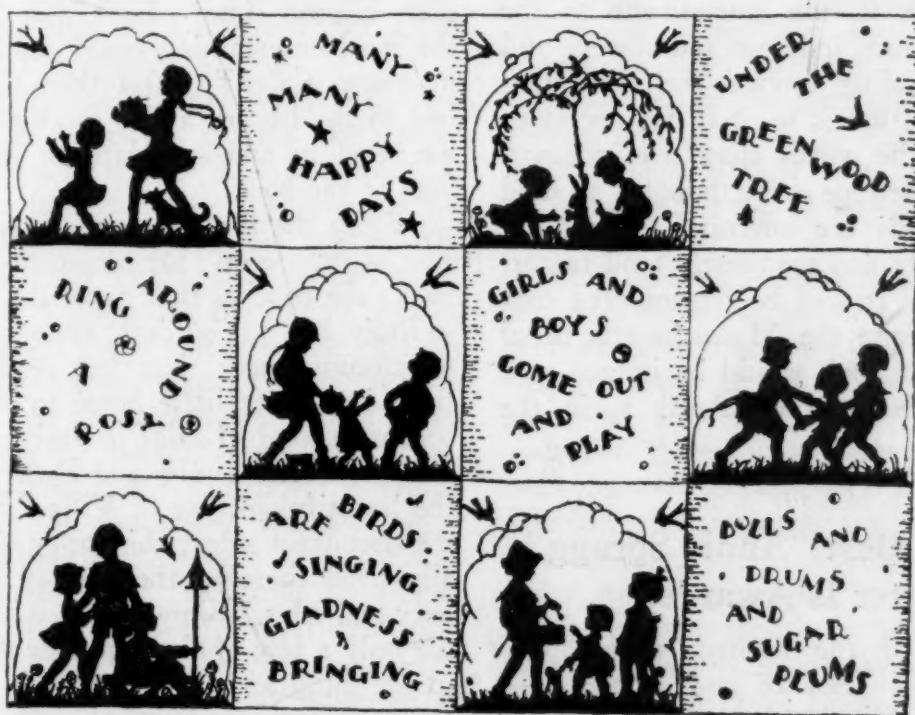
lished by *Macrae Smith* has returned to this country after a rather dramatic stay in Mexico. She was one of the party which inaugurated the Phoenix Mexico City Route of the Maddox Air Lines. The giant Ford plane, piloted by Miss Sullivan's fiancé, Lieutenant D. S. Tomlinson, landed in Mexico City at the outbreak of the Revolution. The plane was confiscated and the party unable to return to this country. However, President Portes Gils offered them permission to leave Mexico in the plane if they would agree to transport officials and gold and arms to El Paso. Needless to say, they agreed to do so and flew in safety to Brownville, Texas.

In an Atlantic City hotel Booth Tarkington is spending a few days recuperating from his recent series of examinations and operations at Johns Hopkins Hospital, Baltimore. At the present time the noted novelist is completely blind, and for the past year he has been partially so. It is believed that the slight operation he is soon to undergo will restore his sight, although he will have to wear glasses. In talking with interviewers at Atlantic City, Mr. Tark-

ington characterizes his blindness as "an interesting experience." His sense of humor has not deserted him,—he counters on the disadvantages of blindness with its advantages, as he has found them: increased ability to concentrate on his writing, and the inability to see "a lot of things and people that you don't want to see."

Richard L. Simon of *Simon & Schuster* has accepted the chairmanship of the Book Publishers Division for the annual Maintenance Appeal of the Salvation Army which will take place May 1 to May 15 under the direction of Colonel Edward B. Underwood, Salvation Army Officer in charge of the task of raising \$560,000.00, the amount required to carry on the activities in New York during the year.

This week *Payson & Clarke* are publishing Sarah Salt's first book of Short Stories, "A Tiny Seed of Love." They will bring out a novel of her's in the fall. This inversion of the usual publishing procedure is due to nothing more than the fact that the book of short stories reached them first. Miss Salt has been hailed and hallooed by the English critics.



*Book wrappings that will carry the spirit of joy in year-round book giving have been designed by Miss Strong of the Brownie Block Print Co. of New York, and the cut shown above is particularly in tune with the spring and summer season. Block print wrapping of this kind costs one cent and a quarter a book as compared to the ordinary price of manila wrapping and many find that it is good advertising*

### Dreiser Book Held Obscene

**A** BOSTON jury on April 18, found Donald S. Friede, New York publisher, guilty of violating the Massachusetts statute by the sale of Theodore Dreiser's "An American Tragedy." Theodore Dreiser took the stand in Boston earlier in the week in the Superior Court in defense of his book. Two years ago, when Boston's book censors banned the novel, Mr. Friede went to Boston and sold a copy of the work to Lieutenant Daniel Hines to precipitate a test case.

Attorney Arthur Garfield Hays made repeated attempts to get the entire contents of the two volumes in evidence, instead of selected excerpts from the first volume but he was blocked by the District Attorney's objections, and when Mr. Dreiser attempted to describe the work and to tell the story briefly he was not permitted to.

Justice George Hays finally ruled that portions of the book which had direct reference to the passages in the complaint might be introduced. In his charge of the jury, Judge Hays said: "The only question before you is 'Are the pages read to you and set forth in the amendment to the complaint impure, indecent and obscene and manifestly tending toward the corruption of youth?' If that is so, it is not necessary to find that the words alone are indecent. You must determine if the thoughts aroused by those words are offensive to morality and to chastity and manifestly tend to corrupt youth." It will be remembered that the bill to revise the Massachusetts penal code so that a book would be judged as a whole was defeated on April 1, in the Senate.

### Prize for Best "Annie Spragg" Letter Is Awarded

**A** COPY of the limited, autographed edition of "Awake and Rehearse"—Louis Bromfield's first book of short stories—will be presented by Frederick A. Stokes Company to Miss Margaret Spicer, of the Greenwood Bookshop, Wilmington, Delaware, for the best of many letters received either agreeing or disagreeing with the verdict of H. R. Pinckard of the Huntington, W. Va., *Herald-Advertiser*, that "The

Strange Case of Miss Annie Spragg" by Louis Bromfield was the best novel of 1928. A second prize of the regular edition goes to Mrs. Louise Parks Bell, of Oneonta, California.

Miss Spicer's letter follows:

"I am writing to uphold Mr. Pinckard in his opinion that 'The Strange Case of Miss Annie Spragg' is the best novel of 1928, and this in the face of much daily opposition.

"Much of my work is in the circulating library connected with our Bookshop where I come in contact with many readers. Some come in and throw Miss Annie Spragg on the desk and say: 'What a book. Absolutely nothing in it! Crazy! All chopped up! Never get anywhere in it! What's he talking about anyway?'

"I can't answer them. Argument and persuasion are useless. I know the readers too well to know that any words could convince them that there is boundless pleasure in reading 'The Strange Case of Miss Annie Spragg.' I smile, and turn to other novels that suit their moods and minds.

"Pretty soon some one else comes in with Miss Annie Spragg and says, 'I have had such a good time! Isn't that just about the most entertaining novel you have read in many a day?' And then we are off, lost to the library and I to customers, and we revel in and speculate on the happenings of the book.

"From the first page, there is to me an ease of expression that permeates the entire book; the touches that make the characters so individual are so deft; the strange chain of circumstances that led Annie Spragg from her queer little home in America to become a kind of saint in Italy! The episodes of Bessie Cudlip and Father d'Astier; the beautiful picture of Villa Leonardo on the mountain sides; the happy life eventually lived there by the literary Mr. Winnery and Mrs. Winnery, née Miss Fosdick, are only a few of the incidents that live on in my mind and bring me back to reading the book again and again.

"There may be too great a wealth of material but I feel Mr. Bromfield has used it all so magically that each incident is a necessary element in the story and every time I lay Annie Spragg down I feel I have laid down the best novel of the year 1928."

# Mr. Macrae and the Book Clubs

*Recent Interviews with Messrs. Macrae, Scherman and Haas on the High Spots of the Controversy*

THE debate which has been raging between Mr. Macrae and the Book-of-the-Month Club about the book club's selection of "The Cradle of the Deep" as its March book, rejecting a Dutton book, "The Pathway," has grown until it is a general criticism of the book club method, set forth in detail by the president of the E. P. Dutton Company, who culminates his attack on the book clubs with this announcement "That from now on we do not and will not submit any of our books for consideration to either the Book-of-the-Month Club, or the Literary Guild, to the Children's Club of the Literary Guild, or to any other organization of like nature." To Mr. Macrae's criticism of the Book-of-the-Month Club Mr. Haas and Mr. Scherman, president and vice-president of the Book-of-the-Month Club, have replied in detail.

The *Publishers' Weekly* in its March 9 and March 23 issues carried the earlier chapters of this story. The first question which Mr. Macrae asked was whether the Book-of-the-Month Club jury selected the best book of the month, in a critical sense. To this Dr. Canby, for the judges, replied that "Literary merit can never be the sole question in such a decision." Mr. Macrae continued the discussion by asking seven questions of the Book-of-the-Month Club. These questions (given in full in the March 23 issue of the *Publishers' Weekly*) were briefly: What is the object of the Book-of-the-Month Club? How do the judges arrive at their decision? Is it true that only books on which the club can get a discount of 70% or more are admitted to the final test? Is the question of what advertising the publisher will do considered in making the choice? Is it true that the large discounts demanded by the clubs cut down the author's royalties? Does the book club cut into the bookshop sales? To what extent are substitute books bought by subscribers?

To Mr. Macrae's questions, Mr. Scherman, of the Book-of-the-Month Club, prepared a lengthy reply which was mailed on April 3 to all those who had received Mr. Macrae's broadside. Mr. Scherman said first that the public had been thoroughly informed as to the methods of selection employed by the club, the method having been described in detail in a book sent out by the club to over 5,000,000 people. The letter then emphatically states that the judges have complete freedom of choice as to what book is to be sent out to members. About discounts, Mr. Scherman says: "All books submitted as candidates for selection as the 'book-of-the-month' must be offered on uniform terms. *Thus, the question of price between these books is eliminated, there can be no bargaining, and no publisher nor author can have any financial advantage over another.* Every candidate is considered by the committee solely on its merits, and so far as the club is concerned, when a book is selected by the committee by a majority vote, it is compelled by contract to buy it."

This uniform rate of discount is 70% and Mr. Scherman points out that the book club assumes, and saves the publisher, the heavy expense he would be put to, in the form of advertising and promotion, in order to distribute 65,000 copies of his book in as many homes; and the special discount rate is necessary to cover this. This discount rate is only required upon an order for approximately 65,000 copies of the book-of-the-month. "We have, however, approximately 100,000 members." Mr. Scherman goes on to say, "At least one-third of these every month—about thirty-five thousand—exercise their privilege of getting some other book in place of the 'book-of-the-month' or of purchasing none at all. This fact, incidentally, is sufficient answer of itself to his [Mr. Macrae's] own and other critic's charges that we 'lead readers by the nose.'

In reply to Mr. Macrae's contention that 70% is an unreasonably high discount to obtain from the publishers, Mr. Scherman says, then why do all the publishers "eagerly submit, with practically no exceptions, all their important books to us, even those by the most famous authors, at 70%?"

On April 17 Mr. Macrae sent out his second broadside, called "What the Public Pays for the Book Clubs." This was in reply to Mr. Scherman's letter, briefly outlined above. When interviewed by the *Publishers' Weekly* Mr. Macrae said that he was aware that many people were of the opinion that his attacks on the book clubs was the result of his disappointment at the failure of "The Pathway" to be chosen instead of "The Cradle of the Deep." Mr. Macrae said, "My personal disappointment over the selection of 'The Cradle of the Deep' instead of 'The Pathway' was merely the key that unlocked feelings and beliefs which I have long entertained regarding the book clubs."

Mr. Macrae's second broadside begins with the following analysis of the harm which the book clubs have done to American publishing and bookselling:

"It is my opinion that there has recently arrived in the publishing world some very definite alien influences. What I mean is that a certain new type of publisher has come into the field who is interested largely in the commercial side of publishing and, it seems to me, that these publishers are likely to become more and more allied with such organizations as the Book-of-the-Month Club and the Literary Guild, to my mind, a logical combination. The old line publishers of this country, in response to the criticism of certain established methods of publishing and distributing books, have fallen into the clutches of the book clubs and are now discovering that they have helped to create something which is a threat to their existence. In my opinion the Book-of-the-Month Club has become an octopus which has fastened its tentacles about the throats of the publishers and is sucking away at the vitals of the book business itself. The immediate problem before us, it seems to me, is the question as to whether the publishers of this country shall any longer pay tribute to these alien influences which have come to their maturity within the past twelve months. It seems to me that we have got to force both the Book-of-the-Month Club and the Literary Guild out into the open, compel them to revise their misleading propaganda, admit their commercial intentions, and announce to the public that they are mail order houses whose

*business it is to select for their subscribers the books which appear to their judges to be best suited to their large membership. It is also my opinion that we have got to insist that their selecting committees announce that they are the hired officials of these mail order organizations and that no special importance to the literary world lies in their monthly selections and recommendations. I also believe that the publishers have got to strike at the prohibitive discount demanded by them on their books-of-the-month.*

"It seems to me also that this question of the book clubs is a vital one to the whole book trade. An important and a very necessary part of the publishing business are the booksellers who distribute our books. These book clubs, in my judgment, have seriously injured the booksellers of this country during the past year. The book clubs have led the public to believe that through their distribution of books there is a much wider knowledge of books and a much greater number of sales today than ever before. In my judgment this is not true, and I believe that if the facts are carefully worked out and the figures presented it will be shown that the book clubs have been a source of debilitation to the whole book business. In other words, I believe, that there is less buying of general books today than there was before the Book-of-the-Month Club and other such vaunted institutions arrived on the scene. Quite true that there may be a larger sale in the bookstores for the selected "book-of-the-Month." But it is also true that it is much harder to move out the books which have been the vitality of the book business for years. If the book clubs become more and more commercial in their selections and are permitted to go on without check the spirit which has always controlled the publishing business of this country must gradually disappear. That this would be utterly disastrous is self-evident. There must always be men who are willing to engage in the publishing business with sufficient capital to publish the books of new authors, to issue books which cannot possibly have a "popular appeal," to publish books whether they have a chance to "sell" or not."

Following these preliminary remarks Mr. Macrae reiterated some of the questions he had previously asked the Book-of-the-Month Club, questions dealing with methods of choosing the books and discounts from publishers.

The *Publishers' Weekly* on April 18 interviewed Mr. Scherman and Mr. Haas of the Book-of-the-Month Club concerning some of the points brought up by Mr. Macrae in his broadside of the 17th.

The first part of this interview concerned Mr. Macrae's question "How did the Five Judges Vote on 'The Cradle of

the Deep'?" and his assertion that Dr. Canby, Dorothy Canfield Fisher and William Allen White (three of the five judges) did not vote for "The Cradle of the Deep," although they later concurred in the vote. Dr. Canby made the statement to the press that he did not vote for it, and he also said Mrs. Fisher did not. And Mr. White wrote Mr. Macrae that he did not vote for it. In his broadside Mr. Macrae then quoted the New York Evening Post's interview with Simon & Schuster, the publishers of the book, in which they are reported to have referred to "The comments of the three judges who made the choice, Heywood Broun, Captain Felix Reisenberg and William McFee." As Reisenberg and McFee are not on the committee of judges Mr. Macrae wished to know what their influence had been in having the book selected as the book-of-the-month for that month, in other words: who *did* favor "The Cradle of the Deep"?

Messrs. Scherman and Haas said the Post had made an error in quoting Simon & Schuster as referring to Reisenberg and McFee as "judges." Messrs. Scherman and Haas then commented on Mr. Macrae's question as to how the five judges voted on "The Cradle of the Deep" by saying:

**FIRST:** That there seems to be a misapprehension as to how the Book-of-the-Month Club's Committee of Judges functions. They stated that until a year and a half ago the judges sent in ballots expressing their choice of the book-of-the-month. For the last year and a half, however, the ballots have not been used, except in the case of a judge being absent from the city. The procedure now used is that the judges, having individually read the fifteen to thirty books given to them by the chairman, Dr. Canby, after he and several assistants, have done the preliminary "weeding out," come together in a monthly meeting. At this meeting the various books are discussed, and *then* a vote is taken to select the book-of-the-month.

**SECOND:** In the month in which "The Cradle of the Deep" was chosen there was, according to Messrs. Scherman and Haas, no book of particular merit which singled itself out for the attention of the judges. "The Cradle of the Deep," enthusiastically sponsored by Mr. Broun came before the committee. Simon & Schuster, on their own initiative, had got opinions and letters

from Reisenberg and McFee regarding the authenticity and merits of the book. These letters were turned over to the club, and were given to the Committee of Judges. Especially in the absence of any outstanding prospective book of the month the very favorable opinions of the two letters *did* considerably influence the judges in making their choice "The Cradle of the Deep."

Mr. Macrae in his broadsides has asked if proper care is taken that each book submitted for consideration receives consideration, and how the long list of candidates for any particular month is weeded out and the selection narrowed down to a comparatively few books. Who then reads and decides, he has asked, which title is to "receive the honor and advantage"?

On this question Messrs. Scherman and Haas point out that the number of books submitted to the club each month as a possible "The-Book-of-the-Month" varies from 70 to 150. Dr. Canby has two assistants, Amy Loveman, of *The Saturday Review of Literature*, and until recently William Rose Benét, now of Payson & Clarke, who assist him in weeding out all but from 15 to 30 of the books originally submitted. Copies of each of these books are then sent to the five individual members of the committee, who then proceed to vote in the manner recorded above.

As to the discounts given by publishers to the Book-of-the-Month Club Mr. Macrae has asked, "Is it true that books are not submitted into the final test unless the publishers are willing to give a discount of at least 70%?"

The Book-of-the-Month Club on September 8 last, sent to publishers a letter saying that after the next committee meeting of the Book-of-the-Month Club judges (September 17) . . . "no book will be purchased by us as 'The' Book-of-the-Month except at a discount of 70% from the retail price set by the publishers."

Messrs. Scherman and Haas stated to the *Publishers' Weekly* that in short, when a publisher submits a book to the club as a prospective "The-Book-of-the-Month" it is mutually understood that the book is available at a discount of 70%.

And so the relation of the book clubs to American publishing and bookselling is, by this controversy between Mr. Macrae and the Book-of-the-Month Club, again presented as a live question.

## Changes in Price

D. APPLETON & CO.

"Little Texas," by Dixie Willson, from \$1.75 to \$2.00.

A. S. BARNES & CO.

Lowman's "Practical Footabll and How to Teach It," reduced to \$3.00. Effective May 1st.

COKESBURY PRESS

"The Master's Memorial," by Samuel Blair, is \$2.00 instead of \$2.50 as previously announced.

OXFORD UNIVERSITY PRESS

Oxford English Dictionary,  $\frac{1}{2}$  vols.,  $\frac{1}{2}$  morocco, now \$575;  $\frac{1}{2}$  vols.,  $\frac{1}{4}$  persian, now \$500; full vols.,  $\frac{1}{2}$  morocco, now \$550.

FREDERICK A. STOKES CO.

Moore's "The Old Clock Book" increased to \$5.00.  
Moore's "The Old China Book" increased to \$5.00.  
Moore's "The Old Furniture Book" increased to \$5.00.  
Moore's "The Lace Book" increased to \$5.00.

J. H. SEARS COMPANY

"Sears Juvenile Classics": List Price advanced from 50 c. to 60 c. per copy.  
"Father and Son Library": List Price advanced from \$1.25 to \$1.50 per copy.  
"Romantic Stories of the States": List Price advanced from 90 c. to \$1.00 per copy.  
"Sears Religious Series": List Price advanced from 35 c. to 50 c. per copy.  
Testaments—Artificial Leather Binding: List Price advanced from 35 c. to 50 c. per copy.  
Testaments—Genuine Leather Binding: List Price advanced from 60 c. to 75 c. per copy.

## Obituary Notes

### JOHN HIGHLANDS

JOHN HIGHLANDS, dean of the Philadelphia booksellers, died April 6th in his 87th year. He was born in the North of Ireland of Scotch-Irish parentage and came to this country when a young man. He at first was employed by William Ballantyne in Washington, where he learnt the book business, and early in the seventies came to Philadelphia, where he opened a book and stationery store at 229 North Ninth St., also doing printing and publishing. He remained there till conditions in the neighborhood changed late in the nineties, when he removed to Eleventh above Market, giving up printing and publishing and dealing in new and old books. He occupied several stores in that neighborhood till about five years ago, when he retired on account of age. Mr. Highlands was a subscriber to the *Publishers' Weekly* for fully fifty years. He is survived by his widow, Mrs. Mary McBride Highlands.

### ROBERT C. McMAHON

ROBERT CECIL McMAHON, classical scholar and dealer in old books, died on April 9th in the Park East Hospital, New York, after a brief illness that included an operation for mastoiditis. He was born in

India forty-nine years ago, a son of the late Rev. John T. McMahon. After graduating from Wesleyan, he studied at the American School of Classical Studies in Athens. For some years he taught Latin in the Pingry School, Elizabeth, N. J. His work on Greek vases is mentioned in the eleventh edition of the *Encyclopedia Britannica*. He leaves a wife and four brothers. He was a founder of the Latin Club and a member of the Archeological Institute of America. Mr. McMahon has from time to time written articles on rare books for the *Publishers' Weekly*.

## "American First Editions" Out of Print

MERLE JOHNSON'S check list of "American First Editions" while only just published is out of print. It was in preparation for nearly five years. Most of the individual author lists appeared serially in the *Publishers' Weekly* and brought the compiler a lot of additional information which was incorporated in the final printing. The volume was not published until April 1, at which time there were orders on file for more than 700 copies of the limited edition of 1000 copies. When the rare-book men realized the value and importance of this bibliography, orders poured in for additional copies and within a fortnight the entire edition was sold out.

Hence, while just published "American First Editions" is also out of print.

## "Well of Loneliness" Acquitted

WORD comes as we go to press that "The Well of Loneliness" has been acquitted of being obscene in Special Sessions Court.

## Business Notes

BERKELEY, CAL.—The Studio Bookshop has recently enlarged its space, taking in 2445 Dwight Way. It handles old and new books, first editions, and prints.

BROOKLYN, N. Y.—The Wee Gift Shop at 705 Nostrand Avenue has a circulating library of fiction. Fan Friedman is the proprietor.

CHICAGO, ILL.—The Surf Book Nook, in the Surf Hotel, has just been started as a lending library by Emily B. Connor.

## Business Notes

**ALBUQUERQUE, N. MEXICO.**—David and Avery Spear, now at 1122 E. Silver Street, are soon to open a bookshop in El Paso, Texas.

**CHICAGO, ILL.**—The Walden Bookshops will open a new branch on May 1st in the Palmolive Building. Helen Fife Chipchase is in charge. The main store is at 410 North Michigan Avenue.

**CINCINNATI, OHIO.**—Bertrand L. Smith has purchased the Cincinnati branch of the Presbyterian Book Concern. In the future the store will be called the Bargain Bookery, and the stock has already been added to. Hall N. Jackson is manager. The address is 420 Elm Street.

**DURAND, MICH.**—G. E. Holloway has opened a book department in the drug store. Children's books and fiction and a circulating library comprise the stock.

**HOUSTON, TEXAS.**—The name of Swift's, Inc., at Main and Lamar Streets, has been changed to The Lamar Book Store. There has been no change in ownership or business policy.

**LYNN, MASS.**—Francis J. Herlihy is in charge of Harper's Book Store at 71 Central Avenue. A general stock with a circulating library is carried.

**NEW YORK CITY.**—On April 1st The Hidden Book Shop, Inc., was opened at 120 Broadway, in the Equitable Building. A branch will soon be opened at 20 Broad Street. The old shop at 74 Broadway will close on May 1st.

**NEW YORK CITY.**—Rae D. Henkle Company will move on May 1st to 425 Fourth Avenue. Since the organization of the company three years ago it has occupied quarters in the Bible House.

**NEW YORK CITY.**—The Travelers Book Shop, 11 Broadway, which was sponsored by Ball & Wilde, is now to continue as an independent undertaking. Miss Anna May, with whom the work originated and who has managed the shop, will carry on the work in the same location.

**NEW YORK CITY.**—On May 1st the Book Division of the A. W. Shaw Company, lately sold to McGraw-Hill, will be moved to New York and housed in the

McGraw-Hill Book Company, at 370 Seventh Avenue. The business will be conducted entirely in the name of McGraw-Hill after May 1st.

**NEW YORK CITY.**—86 East End Avenue is the address of Mrs. W. A. Murdoch's bookshop and circulating library. The name of the shop is East End Books.

**NEW YORK CITY.**—The Gateway, a general bookshop, has been opened at 7 East 12th Street. Mrs. Mira Edson-Kohler and Mrs. Meehan are the owners.

**NEW YORK CITY.**—Julia Siegelbaum has opened the Studio Library at 436 Fort Washington Avenue. She has a general stock of books and a circulating library.

**OJAI, CALIF.**—The Sherwood Moe Bookshop opened on April 15th with a general stock and circulating library.

**PHILADELPHIA, PA.**—The Quill Book Shop of Katharine S. Leiper has moved from 116 South 18th Street to 1712 Locust Street.

**PHOENIX, ARIZONA.**—The Berryhill Company's book department is now managed by Delia Button.

**SAN DIEGO, CALIF.**—Margaret Brinton has reopened El Prado Book Nook, and has an entirely new stock of books. The shop is located at Fifth Avenue and Laurel Street.

**SEATTLE, WASH.**—Raymer's Old Book Store has moved from 1330 1st Ave., 4207 University Way and 1616 4th Ave. to 905 3rd Ave. and asks publishers and correspondents to change address on their mailing lists.

**SPRINGFIELD, MASS.**—The Doubleday, Doran shop at Meekins, Packard and Wheat is now in charge of Mrs. Florence Rice. She replaces Harry Preller, who is now in charge of the shop in the James McCreery Store, New York.

**TROY, N. Y.**—The Troy Book and Stationery Shop is now at 48 Third Street. The former address was 1809 Fifth Avenue.

**WHITE PLAINS, N. Y.**—W. D. Blair is the proprietor of Smiling Bill Blair Bookshop at 275 Mamaroneck Avenue. Branches of the store are at 255 Wolf's Lane, Pelham, and 401 North Avenue, New Rochelle.

## Book Club Selections

### BOOK-OF-THE-MONTH CLUB

*April*—"Henry The Eighth" by Francis Hackett. *Liveright.*  
*May*—"A Preface to Morals" by Walter Lippman. *Macmillan.*

### THE LITERARY GUILD

*April*—"Round Up" The Stories of Ring Lardner. *Scribner.*  
*May*—"On the Bottom" by Commander Edward Ellsberg. *Dodd, Mead.*

### POETRY CLAN

"Good Morning America" by Carl Sandburg. *Harcourt, Brace.*  
 "The Buck in the Snow" by Edna St. Vincent Millay. *Harper.*

### FREETHOUGHT BOOK CLUB

*March*—"The Humanitarian Calendar" by Dr. William J. Robinson. *Freethought Press.*  
*April*—"The Story of Superstition" by Phillip F. Waterman. *Knopf.*

### BOOK LEAGUE OF AMERICA

*March*—"Prima Donna" by Pitts Sanborn, Vol. 2. *Longmans, Green.*  
*April*—"The Problems of Instinct and Intelligence" by Major R. W. C. Hingston. *Macmillan.*

### CATHOLIC BOOK CLUB, INC. (NEW YORK)

*March*—"The Plays of G. Martinez Sierra," in two volumes. *Dutton.*  
*April*—"Shackles of the Free" by Mary Grace Ashton. *Stokes.*

### THE RELIGIOUS BOOK CLUB

*March*—"Our Economic Morality" by Harry F. Ward. *Macmillan.*  
*April*—"Unravelling the Book of Books" by E. R. Trattner. *Scribner.*

### DETECTIVE STORY CLUB

*April*—"The Strange Disappearance of Mary Young" by Milton Propper. *Harper.*  
*May*—"Murder by the Clock" by Rufus King. *Crime Club.*

## Record of American Book Production, March, 1929\*

CLASSIFICATION	New Publications	By Origin			
		American Authors	English And other Foreign Authors		
			American Manufacture	Imported	Total
Philosophy, Ethics	25	2	21	2	27
Religion	102	19	87	3	121
Sociology, Economics	46	5	44	1	51
Law	14	3	17	—	17
Education	26	1	26	—	27
Philology	16	5	13	3	21
Science	44	6	38	1	50
Technical Books	31	6	32	—	37
Medicine	34	8	41	—	42
Agriculture, Gardening	6	1	5	—	7
Domestic Economy	10	—	10	—	10
Business	27	1	24	—	28
Fine Arts	22	2	13	—	24
Music	5	—	2	—	5
Games	11	1	9	—	12
General Literature	46	11	38	2	57
Poetry, Drama	60	9	45	9	69
Fiction	194	63	182	58	257
Juvenile	55	3	48	3	58
History	44	4	28	6	48
Geography	44	5	32	4	49
Biography	78	8	39	17	86
Miscellaneous	10	2	11	—	12
	950	165	805	109	1115

\* In March, 1928, 781 new books, 99 new editions, were recorded, a total of 880.

### NOTICE

WE will have ready later in April, the "American Educational Catalogue" for 1929. One free copy only will be sent to each bookstore subscriber of the *Publishers' Weekly*. Extra copies will be supplied at 50 cts. in paper covers, or \$1 in cloth binding.

Copies also will be supplied in quantities, with imprint on cover, at the rate of \$15 for 100 copies, or slightly lower rates for larger quantities.

R. R. BOWKER CO.

# The Weekly Record of New Publications

**T**HIS list aims to be a complete and accurate record of American book publications. Pamphlets will be included only if of special value. Publishers should send copies of all books promptly for annotation and entry, and the receipt of advance copies insures record simultaneous with publication. The annotations are descriptive, not critical; intended to place not to judge the books. Pamphlet material and books of lesser trade interest are listed in smaller type.

*The entry is transcribed from title page when the book is sent for record. Prices are added except when not supplied by publisher or obtainable only on specific request, in which case word "apply" is used. When not specified the binding is "cloth."*

*Imprint date or best available date, preferably copyright date in brackets, is always stated, except when imprint date and copyright date agree and are of the current year, in which case only "c" is used. No ascertainable date is designated thus: [n.d.]*

*Sizes are indicated as follows: F (folio: over 30 centimeters high); Q (4to: under 30 cm.); O (8vo: 25 cm.); D (12mo: 20 cm.); S (16mo: 17½ cm.); T (24mo: 15 cm.); sq., obl., nar., designate square, oblong, narrow.*

**Adams, Adeline Valentine Pond [Mrs. Herbert Adams]**

The spirit of American sculpture [rev. ed.]. 215p. il. S c. N. Y., [Nat'l Sculpture Soc., 115 E. 40th St.] bds. \$1.50

**Allison, Lydia W.**

Leonard and Soule experiments in psychical research; also experiments with Sanders, Brittain, Peters and Dowden. 399p. O c. Bost., Bost. Soc. for Psychic Research, 346 Beacon St. \$4

**Alshouse, H. S.**

Modern number methods. 128p. (bibl. footnotes) D [c. '28] Dansville, N. Y., F. A. Owen Pub. Co. \$1

Modern methods of teaching arithmetic.

**Anderson, Sherwood**

Hello towns! 339p. il. map O c. N. Y., Liveright \$3

The life of a small town in Virginia as reported or observed by Sherwood Anderson as editor of the town's two weekly papers.

**Barrington, G. W.**

Bandits of Bald Hill; a western story. 256p. D (C. H. popular copyrights) [c. '29] N. Y., Chelsea House 75 c.

**Becker, Mrs. Mary Lamberton, comp.**

Golden tales of our America; stories of our background and tradition. 349p. il. D c. N. Y., Dodd, Mead \$2.50

Twenty-one stories by Dorothy Canfield, Nathaniel Hawthorne, Sarah Orne Jewett, Hamlin Garland, Joel Chandler Harris, and other interpreters of various sections of our country.

**Austin, Helen H.**

Almost everyman; a "better English" play. 14p. diagr. D c. '29 Minneapolis, Northwestern College of Speech Arts, 2600 Portland Ave. pap. 35 c.

**Bassett, Sarah Janet**

Retention of history in the sixth, seventh and eighth grades with special reference to the factors that influence retention. 118p. (pp. bibli.) diagrs. O (Johns Hopkins studies in educ., no. 12) '28 Balt., Johns Hopkins Press pap. \$1.75

**Bedford-Jones, Henry James O'Brien [John Wycliffe, pseud.]**

The black bull. D (Copyright fiction) '29 N. Y., Burt 75 c.

**Before Manet to Modigliani** from the Chester Dale collection. 118p. il. (pt. col.) Q c. N. Y., Knopf bds. \$5 bxd.

A selection of representative French paintings from the last quarter of the 19th century to the present; with a signed introduction by Maud Dale.

**Belloc, Hilaire**

Belinda; a tale of affection in youth and age. 188p. il. (col.) D c. N. Y., Harper bds. \$2.50

A parody on early Victorian romance.

**Betz, Frederick, and Price, William Raleigh**

A first German book, with exercises [new ed.]. 473p. il. map (col.) diagr. D [c. '17-'29] N. Y., Amer. B'k \$1.60

**Blaisdell, Etta Austin**

The rhyme and story second reader. 208p. il. (col.) D '29 Bost., Little, Brown 70 c.

**Bradford, Gamaliel**

As God made them; portraits of some nineteenth-century Americans. 294p. (15p. bibl. notes) il. O '29 c. '21-'29 Bost., Houghton \$3.50

Daniel Webster, Henry Clay, John C. Calhoun, Horace Greeley, Edwin Booth, Francis J. Child and Asa Gray.

**Bradley, Henry T.**

Out of the depths [verse]. 114p. D [c. '28] N. Y., Avondale Press \$1.50

**Brète, Jean de la, pseud. [Mlle. A. Cherbonnel]**

Mon oncle et mon curé; ed. by Jean Seeman. 270p. S [c. '29] N. Y., Nelson 96 c.

**Bennett, G. Vernon**

Problems of the elementary-school principal. no p. (bibl.) Q (Educ'l problem ser., no. 12) c. '28 Bloomington, Ill., Public School Pub. Co. pap. 75 c.

**Bowen, Wilbur P.**

Applied anatomy and kinesiology; 4th ed. 356p. il. (pt. col.) O (Phys. educ. ser.) '28 Phil., Lea & Febiger \$3.75

**Braid, James, and Vardon, Harry**

How to play golf. 137p. il. S (Spalding "red cover" ser., no. 4R) c. '28 N. Y., Amer. Sports Pub. Co. apply

**Brock, Lynn, pseud. [Alister McAllister, Anthony Wharton, pseud.]**  
The Stoke Silver case. 308p. D (Harper sealed mystery) c. N. Y., Harper \$2  
Many motives and suspects in an English country-side murder baffle the police.

**Buchanan, Madeleine Sharps**  
Haunted bells; a detective story. 251p. D (C. H. popular copyrights) [c. '29] N. Y., Chelsea House 75 c.

**Callender, James H.**  
Yesterdays in little old New York [lim. ed.]. 298p. il. O '29 N. Y., Dorland Press, 101 Park Ave. flex. fab. \$5  
A social history of New York City copiously illustrated from old prints.

**Cecil, Edgar Algernon Robert, viscount**  
The way of peace; essays and addresses. 256p. front. (por.) O [n. d.] N. Y., John Day \$3  
An English statesman writes his opinions and analysis of politics to-day, where they are concerned with furthering peace.

**Cervantes Saavedra, Miguel de**  
El cautivo; ed. by M. A. De Vitis. 120p. D '29 N. Y., Prentice-Hall \$1

**Chapman, Mrs. Elisabeth Cobb**  
Minstrels in satin. 330p. D c. Garden City, N. Y., Doubleday, Doran \$2.50  
Of a family, half genius and half worldling, who lived haphazardly and exotically wherever they were—in Florence, Paris, New England or New York.

**Clark, John Britton, D.D.**  
The challenging Christ; six questions and answers about Jesus. 91p. D [c. '29] N. Y., Revell bds., \$1; pap., 60 c.

**Coburn, Walt**  
The Ringtailed Rannyhans. D (Copyright fiction) '29 N. Y., Burt 75 c.

**Cofer, David Brooks, ed.**  
Noble English; v. 5; Nineteenth century essays from Coleridge to Pater. 208p. (bibl. footnotes) S (Nelson's Eng. ser.) c. N. Y., Nelson \$1

**Comstock, Sarah**  
The moon is made of green cheese. 310p. D c. Garden City, N. Y., Doubleday, Doran \$2.50  
A story in which a psychologist traces the causes for success for one man and failure for another, both apparently equally gifted.

**Condon, Frank**  
Once in a blue moon. 285p. D [c. '29] N. Y., Sears \$2  
A husband and wife after seventeen years of marriage revisit Naples, the scene of their romance only to find disillusionment.

**Conquest, Joan**  
Chastity. 308p. D c. N. Y., Macaulay \$2  
A romance of the cosmopolitan Europeans living in the Orient.

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**Cochran, John H.**  
Dallas County; a record of its pioneers and progress, being a supplement to John Henry Brown's History of Dallas County, 1887. 296p. front. (por.) O [c. '28] Dallas, Tex., A. S. Mathis Service Pub. Co. apply

**Contemporary American sculpture** [lim. ed.]. 367p. il. Q c. [N. Y., Nat'l Sculpture Soc., 115 E. 40th St.] bds. \$1.50  
A book of biographical sketches and illustrations of the work of contemporary American sculptors issued for the exhibition to be held in the California Palace of the Legion of Honor from April to October, 1929.

**Corneille, Pierre**  
Polyeucte, martyr; ed. by W. P. Graham. 205p. S '29 Milwaukee, Bruce Pub. Co. 96 c.

**Cowgill, G. W.**  
A study of the soul. 123p. (bibl.) D [c. '29] Bost., Christopher Pub. House \$1.75

**Crawford, Claude C., and McDonald, Lois P.**  
Modern methods in teaching geography. 317p. (bibls.) D (Riverside textb'ks in educ.) [c. '29] Bost., Houghton \$1.90

**Cross, L. M., comp.**  
God's minute; new ed. [daily prayers]. 384p. Tt '29 Phil., Vir Pub. Co. flex. fab. \$1

**Cullum, Ridgwell**  
The wolf pack. D (Copyright fiction) '29 N. Y., Burt 75 c.

**Dane, Clemence, pseud. [Winifred Ashton]**  
Adam's opera; the text of a play set to music by Richard Addinsell. 151p. D '29 c. '28 Garden City, N. Y., Doubleday, Doran \$2  
The old tale of Sleeping Beauty used, to the accompaniment of jazzed nursery rhymes, to satirize this material world.

**Darling, Esther Birdsall**  
The break-up. D (Copyright fiction) '29 N. Y., Burt 75 c.

**Daudet, Alphonse**  
Contes du lundi; douze contes; ed. by Jean Leeman; unabridged school ed. 191p. S [c. '29] N. Y., Nelson 84 c.  
Lettres de mon moulin; douze contes; ed. by Jean Leeman. 203p. S [c. '29] N. Y., Nelson 88 c.

**Duffus, Robert Luther**  
To-morrow never comes. 334p. D c. Bost., Houghton \$2.50  
Wars and romance result from the imposition of northern ideas on an exotic Latin-American country.

**Dumas, Alexandre**  
La tulipe noire; ed. by Edgar Ewing Brandon. 185p. S [c. '99-'27] N. Y., Amer. B'k 96 c.

**Elliott, George Roy**  
The cycle of modern poetry; a series of essays toward clearing our present poetic dilemma. 209p. O c. Princeton, N. J., Princeton \$2.50  
On Shelley, Byron, Keats, Arnold, Longfellow, Browning, Hardy, Robert Frost and Milton.

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**Cunningham, Brysson**  
Treatise on the principles and practice of harbour engineering; 3rd. ed. 430p. il. O '28 Phil., Lippincott \$15

**Dull, Charles E.**  
Laboratory exercises in physics; rev. ed. 224p. il., diagrs. O [c. '22, '29] N. Y., Holt pap. \$1

**Ellis, Havelock**

The art of life, from the works of Havelock Ellis; ed. by Mrs. S. Herbert. 140p. (bibl.) D c. Bost., Houghton \$2  
Significant paragraphs from the philosophy of Havelock Ellis on love, art, morality, religion and philosophy.

**Ellsworth, William Webster**

Creative writing; a guide for those who aspire to authorship. 207p. O c. N. Y., Funk & Wagnalls \$2

The author is a former president of the Century Company. This book is based on his lectures in various colleges throughout the country; it contains such chapters as "Plots or Characters—and Titles," "Great Books and Best Sellers," "Magazines and Good Writing."

**Eulenberg, Herbert**

The Hohenzollerns; tr. by M. M. Bozman. 372p. il. O [c. '29] N. Y., Century bds. \$4  
A history of the German royal family from Frederick I to the present ex-Kaiser.

**Everton, Francis**

The Dalehouse murder. D (Copyright fiction) '29 N. Y., Burt 75 c.

**Finley, John, jr.**

Thalia, or, A country day; a masque. 77p. D c. Bost., Houghton \$2

**Flitcroft, John Ehret**

The novelist of Vermont; a biographical and critical study of Daniel Pierce Thompson. 353p. il. O '29 Cambridge, Mass., Harvard \$3.50

**Forel, Auguste**

The social world of the ants; 2 v. 996p. O '29 N. Y., Boni \$15, bxd.

**Fort, John P.**

Stone Daugherty. 318p. D c. N. Y., Dodd, Mead \$2.50  
The struggle between a pioneer father and his daughter in the mountains of Tennessee.

**Franck, Harry Alverson**

I discover Greece. 376p. il. map D [c. '29] N. Y., Century \$4

"Wherein an incurable nomad sets forth what befell him and an artist friend during a labyrinthine summer journey through modern Hellas."

**Freeman, Richard Austin**

A certain Dr. Thorndyke. D (Copyright fiction) '29 N. Y., Burt 75 c.

**Friend, J. Newton, ed.**

Text-book of inorganic chemistry; v. 9; pt. 1. 417p. O '28 Phil., Lippincott \$14

**Ellis, George D., comp.**

Platforms of the two great political parties, 1856-1928 inclusive. 345p. T '28 Wash., D. C., Gov't Pr. Off.; Sup't of Doc. apply

**Faerber, Wilhelm**

Catechism for the Catholic parochial schools of the United States; 32nd ed. rev. 128p. D '28 St. Louis, Mo., B. Herder apply

**Flanagan, Richard J.**

The turning point; rev. ed. 77p. D c. Bost., Perry & Elliott Co., 10 High St. pap. apply

**Foster, John B., ed.**

Spalding's official base ball guide, and official base ball rules, 1929. 431p. il. S (Spalding's athletic lib., no. 100X) c. '29 N. Y., Amer. Sports Pub. Co. pap. 35 c.

**Friend, Oscar Jerome [Owen Fox Jerome, pseud.]**

Gun harvest. D (Copyright fiction) '29 N. Y., Burt 75 c.

**Fry, Thornton C.**

Elementary differential equations. 255p. O '29 N. Y., Van Nostrand \$2.50

**Gallichan, Walter M.**

Youthful old age; how to keep young; introd. by Thurman B. Rice. 248p. D c. N. Y., Macmillan \$2.50

How to enjoy life as well as how to be healthy by simple hygienic rules.

**Ginther, Mary Pemberton [Mrs. Willis A. Heyler]**

The jade necklace. 309p. il. D [c. '29] Phil., Macrae, Smith \$1.75  
A mystery story for girls.

**Golding, Louis**

The prince or somebody. 265p. D c. N. Y., Knopf \$2.50

The mad tale of an Englishwoman in search of the perfect lover.

**Green, Julia Boynton**

This enchanting coast [California verse]. 64p. S '28 Los Angeles, Times-Mirror Press bds. \$1.50

**Guest, Edgar Albert**

Why I go to church. 73p. front. (por.) S [c. '28, '29] Chic., Reilly & Lee 75 c.  
Two essays, the second, "The Art of Making Friends" by the popular poet.

**Hackett, James Dominick**

Labor management; introd. by Sam A. Lewisohn. 699p. (bibl. footnotes) il., diagrs. D c. N. Y., Appleton \$5

How personnel administration is handled by progressive firms.

**Hamilton, Norah Rowan**

Both sides of the Jordan. 320p. il. O [n. d.] N. Y., Dodd, Mead \$4

An Englishwoman's experiences in the Near East.

**Hawthorne, Nathaniel**

The heart of Hawthorne's journals; ed. by Newton Arvin. 359p. front. (por.) D c. Bost., Houghton \$3

Including much previously unpublished matter in a volume uniform with the journals of Emerson, Thoreau and Burroughs.

**Henry, Sir E. R.**

Classification and uses of finger prints; 6th ed. 142p. il. O '28 Chic., Chic. Medical B'k Co. \$1.50

**Foster, L. E., comp.**

The cleaning and dyeing of celanese and rayon; including a brief history of rayon and its manufacture. 216p. il. D [c. '29] York, Nebr., Compiler, 207 College Ave. \$3

**Fowler, Ralph Howard**

Statistical mechanics; the theory of the properties of matter in equilibrium. 570p. (bibl. footnotes) diagrs. Q '29 [N. Y.] Macmillan \$10.50

**Giesecke, Frederick Ernest**

Descriptive geometry; 7th ed. 160p. il. O '28 Austin, Tex., Austin-Texas Bk. Co. \$1.25

**Hamlett, James Arthur, and others**

Our church problems and how to meet them. 247p. D [c. '28] Kansas City, Mo., Punton Bros. Pub. Co., 1014 Wyandotte St. pap. apply

**Heyer, Georgette**

Pastel. 313p. D c. N. Y., Longmans \$2  
How Frances Stornaway, less attractive than her younger sister, finds romance in her marriage to the devoted, unexciting Norman.

**Hoffmann, Dr. Richard H.**

The struggle for health. 350p. (bibl.) il. O c. N. Y., Liveright \$3.50  
The romantic history of the development of medicine from the days of Egyptian priests to Freud.

**Hough, Lynn Harold**

Imperishable dreams. 254p. D [c. '29] N. Y., Abingdon \$1.75  
A book of sermons.

**Hume, Harold Hardrada**

Gardening in the lower South. 472p. il. O (Rural science ser.) c. N. Y., Macmillan \$5  
Information for ornamental gardening and fruit planting in the southern states.

**James, George Payne Rainsford**

Ticonderoga. D (Copyright fiction) '29 N. Y., Burt 75c.

**Jenson, Nicolas**

The last will and testament of the late Nicolas Jenson; tr. by Pierce Butler. O '28 Chic., Ludlow Typograph Co. \$6

**Johnson, Ava L.**

Bacteriology of the home. 167p. il. D [c. '29] Peoria, Ill., Manual Arts Press \$2.25  
A textbook and laboratory manual.

**Johnson, Gerald White**

Randolph of Roanoke; a political fantastic. 278p. il. D (Biographies of unusual Americans) c. N. Y., Minton, Balch \$3.50  
The life of John Randolph, southern statesman.

**Johnson, Gladys Etta**

Desire. 368p. D c. Phil., Macrae, Smith \$2  
A story of love and ambition among San Francisco bohemians.

**Kelso, Robert Wilson**

Poverty. 382p. (bibls.) D (Longmans social science ser.) c. N. Y., Longmans \$2

**Kennedy, C. E., M.D.**

Boxing simplified; prepared especially for teachers. 75p. il. O [c. '29] Yellow Springs, O., Antioch Press \$2

**Hatfield, W. H.**

Cast iron; 3rd. ed. 340p. il. O '28 Phil., Lippincott \$9

**Hill, Charles R., and Geyer, Eldon C.**

Rapid calculation exercises; team and accuracy tests. 127p. nar. O [c. '29] Battle Creek, Mich., Ellis Pub. Co., 15 E. State St. pap. 60c.

**Hotchkiss, Henry Greene**

A treatise on aviation law; giving authorities with complete citations of federal and state decisions and other aviation statutes alphabetically arranged. 510p. (bibls.) il., diagrs. O '28 N. Y., Baker, Voorhis & Co. \$7.50

**Hulbert, Homer Bezaleel**

The mummy bride; a farce comedy in three acts. 109p. il. D c. '28. Minneapolis, Northwestern College of Speech Arts, 2600 Portland Ave. pap. 50c.

**International Council of Religious Education, Committee on Religious Education of Youth**

Organization in church schools and the Epworth League for intermediate, seniors and young people;

**Kittel, Rudolf**

Great men and movements in Israel; tr. by Charlotte A. Knock and C. D. Wright. 479p. O c. N. Y., Macmillan \$5

The history of Israel as registered in the character and personality of her great leaders.

**Klein, Julius**

Frontiers of trade; foreword by Herbert Hoover. 343p. D [c. '29] N. Y., Century \$2.50

An exposition of the field of American foreign commerce by the director of the United States Bureau of Foreign and Domestic Commerce.

**[Kunitz, Joshua, ed.]**

Azure cities; stories of new Russia by Romanov, Pilniak, Seifullina and others; [tr. by J. J. Robbins]. 320p. D '29 N. Y., Internat'l Publishers \$2.50

**Labiche, Eugène Marin, and Martin, Édouard**

La poudre aux yeux; ed. by Jean Leeman. 185p. S [c. '29] N. Y., Nelson 84c.

Le voyage de Monsieur Perrichon; ed. by Jean Leeman; unabridged school ed. 197p. S [c. '29] N. Y., Nelson 96c.

**Landman, Isaac, ed.**

Christian and Jew; a symposium for better understanding. 383p. il. (pors.) O c. N. Y., Liveright \$3

Jacob Wassermann, John Erskine, Hendrik Van Loon, Dr. Collins, Zona Gale and other prominent writers contribute their analyses of the relations and attitudes toward each other of Jew and Christian.

**Latimer, Margery**

Nellie Bloom, and other stories. 315p. D [c. '24-'29] N. Y., Sears \$2

Stories of everyday Americans.

**Lenin, Nikolai, pseud. [Vladimir Il'ich Ul'ianov]**

Selections from Lenin; v. 1, The fight for the programme, party organization and tactics, 1893-1904 [comp. by Pierre Pascal; tr. by J. Fineberg]. 248p. (bibl. notes) D [n. d.] N. Y., Internat'l Publishers \$1.25

The first of four volumes of representative selections, each to be accompanied by introductory surveys of the historical background.

leader's manual. 44p. D (Christian Quest, basic materials, pamphlet 4) [c. '28] N. Y., Methodist Bk. Concern apply

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The tariff. 38p. (2p. bibl.) D (Handb'ks of citizenship) [c. '29] Haverford, Pa., Pa. History Press pap. 75c.

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The nerve that conquers; work of British sailors; an address. 6p. D '28 Garden City, N. Y., Doubleday, Doran apply

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The three amateurs. 316p. D '29 Bost., Houghton \$2

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Mid-channel; an American chronicle. 316p. O c. N. Y., Harper bds. \$3.50 bxd.  
Autobiographical essays enlarging on the author's philosophy and his opinions of modern life.

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Industrial advertising copy. 326p. il. D '29 N. Y., McGraw-Hill \$3

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Swedish-English and English-Swedish vest pocket dictionary. 258p. S '29 Milwaukee, Caspar, Krueger, Dory Co. lea. \$1

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Athletics. 381p. il., diagrs. O '29 N. Y., Longmans \$5  
Two prominent English university athletes write on track athletics, its history, technique and records.

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Preaching in the new era. 288p. O c. Garden City, Doubleday, Doran \$2.50  
Sermons addressed primarily to young men and women by prominent ministers, prefaced by short biographical notes.

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In the Land of Cockaigne; tr. by Axton D. B. Clark. 388p. D (Transatlantic lib.) c. N. Y., Macaulay \$2.50  
The story of Andrew Zumsee who rose through the social strata of bourgeois Berlin by means of his feminine alliances.

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American playwrights of today. 335p. il. D (Modern Amer. writers' ser.) c. N. Y., Dodd, Mead \$2.50

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Latvia; guiding facts with hints for travelers. 64p (sp. bibl.) il., maps O '28 N. Y., Compiler, 115 Broad St. pap. apply

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The romance of the Bible. 23p. D '28 Los Angeles, Biola Bk. Room pap. 35 c.

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When Rotary hosts trek eastward; introd. by Arthur H. Sapp. 156p. il. O [c. '28] Charlotte, N. C., Presby. Standard Pub. Co. \$2

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Paul Revere's own story; an account of his ride as told in a letter to a friend, together with a brief sketch of his versatile career [lim. ed.]. 100p. il. Q '29 Bost., Perry Walton 88 Broad St. bds. \$15

**Odinetz, Dimitry M.: Novgarotsev, Paul J.**

Russian schools and universities in the World War: Primary and secondary schools; Universities and higher technical schools; introd. by Count Paul N. Ignaties. 264p. (bibl. footnotes) O (Economic and social hist. of World War; Russian ser.) c. New Haven, Conn., Yale \$2.75

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Essentials of general physiology. 504p. (3p. bibl.) il., diagrs. D c. N. Y., Longmans \$3.60

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A long poem concerned with a woman's love and a man's blind egotism.

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Infra-red analysis of molecular structure. 191p. (bibls.) il., diagrs. O (Cambridge ser. of physical chemistry) '29 [N. Y.] Macmillan \$3.50

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The appraisal of urban land and buildings; a working manual for city assessors. 160p. diagrs. O (Pub'n no. 11) '28 c. N. Y., Municipal Administration Service, 261 B'way pap. 50 c.

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184p. (3p. bibl.) front. (por.) D c. N. Y.,  
John Day bds. \$2.50  
A short biography of the amiable 18th century  
English poet who was beloved by all the great men  
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301 Admiral Blvd. paper. \$2 in envelope

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letters. 77p. S [c. '29] Chic., Univ. of Chic. Press  
paper. 75c.

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The bases of modern science. 28op. D '29 c. '28, '29 Garden City, N. Y., Doubleday, Doran \$2	\$2
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<b>Waller, Mary Ella</b>	<b>Wilson, Cherry</b>
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Poems of the Niagara frontier. 128p. D c. N. Y., Dean & Co. \$1.50	Teaching how to get and use human energy. 135p. (bibls.) O (Teachers' problems in health educ., bk. 1) [c. '28] Bloomington, Ill., Public School Pub. Co. flex. cl. 75 c.
<b>Wester, Nils M.</b>	<b>Woolacott, J. E.</b>
Auction to contract; including the laws of contract bridge. 152p. diagrs. D [c. '29] Chic.,	India on trial; a study of present conditions. 272p. O '29 [N. Y.] Macmillan \$4 Refuting anti-British reports of British oppression in India.

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Hello towns! Anderson, S. \$3 *Liveright*

High tide. Smith, G. H. \$1.25 *Christopher Pub. House*

Hohenzollerns, The. Eulenberg, H. \$4 *Century*

I discover Greece. Franck, H. A. \$4 *Century*

Imperishable dreams. Hough, L. H. \$1.75 *Abingdon*

In the Land of Cockaigne. Mann, H. \$2.50 *Macaulay*

India on trial. Woolacott, J. E. \$4 *Macmillan*

Industrial advertising copy. Lockwood, R. B. \$3 *McGraw-Hill*

Italia. Sergio, A. \$2 *Sergio School of Languages*

Jack-o'-Chance. Sadler, G. \$2 *Four Seas*

Jade necklace, The. Ginther, M. P. \$1.75 *Macrae, Smith*

Jesus; seven questions. Warschauer, J. \$2.50 *Pilgrim Press*

Labor management. Hackett, J. D. \$5 *Appleton*

Last will and testament of the late Nicolas Jenson, The. \$6 *Ludlow Typograph Co.*

Leonard and Soule experiments in psychical research. Allison, L. W. \$4 *Bost. Soc. for Psychical Research*

Lettres de mon moulin. Daudet, A. 88 c. *Nelson*

Me an' Shorty. Mulford, C. E. \$2 *Doubleday, Doran*

Meals for small families. Mowat, J. \$2 *Laidlaw Bros.*

Mid-channel. Lewisohn, L. \$3.50 *Harper*

Middleman, The. Sprague, J. R. \$2 *Morrow*

Minstrels in satin. Chapman, E. C. \$2.50  
*Doubleday, Doran*

Modern algebra. Schorling, R. \$1.60  
*World Bk.*

Modern methods in teaching geography. Crawford, C. C. \$1.90  
*Houghton*

Modern number methods. Alshouse, H. S. \$1  
*F. A. Owen Pub. Co.*

Mon oncle et mon curé. Brete, J. de la.  
 96 c. *Nelson*

Money for one. Ruck, B. 75 c. *Burt*

Moon is made of green cheese, The. Comstock, S. \$2.50  
*Doubleday, Doran*

Murder in strange houses. Peckham, R. \$2  
*Minton, Balch*

Nellie Bloom. Latimer, M. \$2 *Sears*

Noble English; v. 5. Cofer, D. B. \$1 *Nelson*

Novelist of Vermont, The. Flitcroft, J. E.  
 \$3.50 *Harvard*

Once in a blue moon. Condon, F. \$2 *Sears*

Out of the depths. Bradley, H. T. \$1.50  
*Avondale Press*

Pastel. Heyer, G. \$2 *Longmans*

Permanent wave. Sullivan, V. \$2  
*Macrae, Smith*

Pig iron. Norris, C. G. 75 c. *Burt*

Poems of the Niagara frontier. Watson, E.  
 \$1.50 *Dean & Co.*

Polyeucte, martyr. Corneille, P. 96 c.  
*Bruce Pub. Co.*

Poudre aux yeux, La. Labiche, E. M. 84 c.  
*Nelson*

Poverty. Kelso, R. W. \$2 *Longmans*

Preaching in the new era. McKee, E. M. \$2.50  
*Doubleday, Doran*

Prince or somebody, The. Golding, L. \$2.50  
*Knopf*

Putting analyzed. Metzger, S. \$1.50  
*Doubleday, Doran*

Randolph of Roanoke. Johnson, G. W. \$3.50  
*Minton, Balch*

Revere's (Paul) own story. O'Brien, H. E.  
 \$15 *Perry Walton*

Rhyme and story second reader, The. Blasdell, E. A. 70 c.  
*Little, Brown*

Ringtailed Rannyhans, The. Coburn, W. 75 c.  
*Burt*

Rivalry of the United States and Great Britain over Latin America. Rippy, J. F. \$2.75  
*Johns Hopkins Press*

Rope and faggot. White, W. F. \$3 *Knopf*

Russian schools and universities in the World War. Odinetz, D. M. \$2.75 *Yale*

Safe deposit operation and management. \$5  
*Bankers Pub. Co.*

School drama in England, The. Motter, T.  
 \$3.50 *Longmans*

Science and religion today. Whaling, T. \$1  
*Univ. of N. C. Press*

Secret room, The. Pryde, A. \$2.50  
*Dodd, Mead*

Selections from Lenin; v. I. \$1.25  
*Internat'l Publishers*

Shakespeare and his fellow dramatists; 2 v. Oliphant, E. \$4 ea *Prentice-Hall*

Snapshots on life's highway. Speed, M. \$4.20  
*Longmans*

Social world of the ants, The. Forel, A. \$15  
*Boni*

Spirit of American sculpture, The. Adams, A. \$1.50 *Nat'l Sculpture Soc.*

Stoke Silver case, The. Brock, L. \$2 *Harper*

Stone Daugherty. Fort, J. P. \$2.50  
*Dodd, Mead*

Story-teller's holiday, A. Moore, G. \$20  
*Liveright*

Struggle for health, The. Hoffmann, R. H.  
 \$3.50 *Liveright*

Study of the soul, A. Cowgill, G. W. \$1.75  
*Christopher Pub. House*

Swedish-English and English-Swedish vest pocket dictionary. Loefstroem, A. L. \$1  
*Caspar, Krueger, Dory Co.*

Sweetwater range. White, W. P. 75 c. *Burt*

Teaching how to get and use human energy. Wood, T. D. 75 c. *Public School Pub. Co.*

Textbook of inorganic chemistry; v. 9; pt. 1. Friend, J. N. \$14 *Lippincott*

Thalia. Finley, J. \$2 *Houghton*

Thirteen days. Marks, J. A. \$2 *Boni*

This enchanting coast. Green, J. B. \$1.50  
*Times-Mirror Press*

This, that and the other thing. Townsend, R. T. \$2 *Doubleday, Doran*

Three amateurs, The. Lewis, M. \$2 *Houghton*

Three couriers, The. Mackenzie, C. \$2.50  
*Doubleday, Doran*

Thunder Brakes. Wilson, C. 75 c.  
*Chelsea House*

Thurman Lucas. Read, H. E. \$2  
*Macmillan*

Ticonderoga. James, G. 75 c. *Burt*

To-morrow never comes. Duffus, R. L. \$2.50  
*Houghton*

Tulipe noire, La. Dumas, A. 96 c.  
*Amer. Bk.*

Unholy virgins. Malcoskey, E. W. \$2.50  
*Century*

Voyage de Monsieur Perrichon, Le. Labiche, E. M. 96 c.  
*Nelson*

Way of peace, The. Cecil, E. \$3 *John Day*

Web of murder, The. Small, A. J. \$2  
*Doubleday, Doran*

White hands. Stringer, A. 75 c. *Burt*

Who shall hang? Magill, M. \$2  
*Lippincott*

Why I go to church. Guest, E. A. 75 c.  
*Reilly & Lee*

Wings of destiny. Weston, G. \$2  
*Dodd, Mead*

Wolf pack, The. Cullum, R. 75 c. *Burt*

Woman who couldn't die, The. Stringer, A.  
 \$2 *Bobbs-Merrill*

Wood-carver of 'Lympus, The. Waller, M. E.  
 \$2.50 *Little, Brown*

Yesterdays in little old New York. Callender, J. H. \$5 *Dorland Press*

Young Woodley. Van Druten, J. \$2  
*John Day*

Youthful old age. Gallichan, W. M. \$2.50  
*Macmillan*

# Old and Rare Books

*A Monthly Department*

## Romantic Stories of Books

John T. Winterich

*Author of "A Primer of Book Collecting" and "Collector's Choice"*

XVIII

*Vanity Fair*

THE term news butcher is an Americanism of fairly recent coinage and highly specialized signification. It applies not to any casual vendor of books and periodicals, but to him who hawks those wares on railway trains, to the invariable and pardonable distress of napping passengers. News butchers, despite the sudden and strident prominence they win as soon as they enter a coach, generally lapse into a desirable oblivion with their departure from it. Freakish fame has passed them by—all of them but Thomas Alva Edison. Newsboys—ah, newsboys are another story; newsboys are (or once were) virtually certain to become millionaires. But news butchers—what does become of news butchers anyway?

What, specifically, ever became of the news butcher on a Boston-New York express who on November 16, 1852, marched through the cars announcing his availability as a dispenser, among other productions, of "Thackeray's works"? History—unquestionably accurate history—records of him only two facts: that he was rosy-cheeked, and that in one of the cars he sold to a male passenger (presumably at the list price of fifty cents) a copy of "A Shabby Genteel Story, and Other Tales" by this same Thackeray. The book was bound in red cloth and carried on its back cover a list of titles in Appleton's popular Library which were "now ready,"

like the asterisked dishes on a menu card; among these were five books by W. M. Thackeray, and still another Thackeray title was listed under the volumes which were "nearly ready."

Yet all of these half-dozen little red books really contained only journalistic culls—good railway reading (it was a day of "railway libraries") but nothing, one would assume, to arouse a news butcher to the pitch of high-pressure salesmanship. Obviously there was something behind this special mention—some more impressive claim to fame which this Thackeray might assert. He might have asserted it in person on the spot if he had cared to, for it was William Makepeace Thackeray himself, an arrival in Boston on the steamer *Canada* four days earlier for a lecture tour of America, who bought the little red book from the rosy-cheeked news butcher, who thereupon walked on into the next car and oblivion.

The little red book which accompanied Thackeray on his first journey through a New England autumn—a journey that found him more than half-way round the world from his birthplace in a suburb of Calcutta forty-one years before—could be only a sombre reminder of things that had been and of things that could never be. "A Shabby Genteel Story" had first appeared in several numbers of *Fraser's Magazine* in 1840, but "the tale was in-

terrupted at a sad period of the writer's own life," he later explained in preparing it for English publication. That sad period began with the certainty that his bride of less than four years was mentally unsound and that there was no remedy for her condition. They had met in Paris in 1836 while Thackeray was correspondent for the ill-starred *Constitutional* of London, the wreck of which shortly afterward carried with it most of the considerable fortune which had come to him with his majority.

A few months after the shadow of his wife's calamity first darkened and then deprived him of his home, *Punch* came into being. What with *Punch* and *Fraser's* and *Ainsworth's* and two or three other periodicals Thackeray had little difficulty in establishing a reputation as a successful journalist, but between successful journalism and fame stretches a long and arduous path, as many a successful journalist has learned. There was the obvious comparison with Dickens, one year Thackeray's junior, author, by 1846, of "Pickwick," "Oliver Twist," "Barnaby Rudge," "The Old Curiosity Shop," "Martin Chuzzlewit" and "A Christmas Carol" among others—already as certain of immortality as Shakespeare.

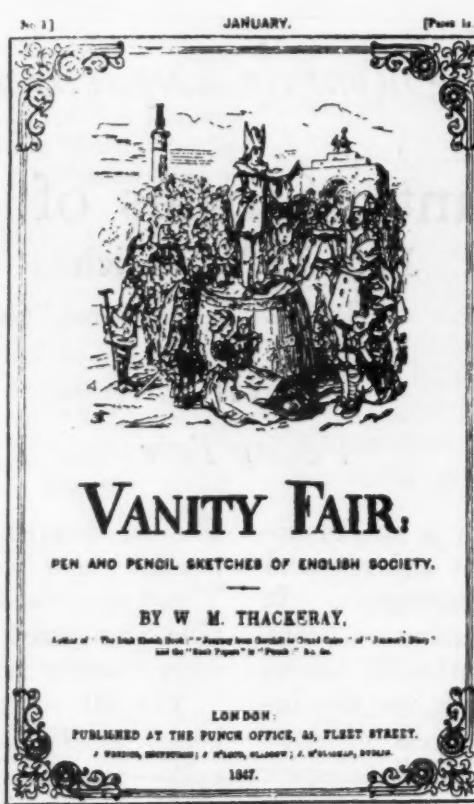
But Thackeray himself, in this same year of 1846, was quietly busy with something which he hoped might yet "take the great stupid public by the ears." He was working on a rather ambitious project—a full-length novel, in fact—for which he had thus far been able to devise no more engrossing title than "Pencil Sketches of English Society." The manuscript was well under way before the birth of the great inspiration that converted the projected title into a sub-title (with the words "Pen

and" tacked on ahead of it). The inspiration was real; it arrived inconveniently when Thackeray was in bed; it fetched him out with a bound, and he "ran three times round my room, uttering as I went, 'Vanity Fair,' 'Vanity Fair,' 'Vanity Fair'!"

"Vanity Fair" belongs to the noble company of books about which romantic stories of long and futile efforts to find a market have inevitably gathered. Sometimes the stories are true, as of course they should be, just as every great capitalist should be a poor boy grown up. "Vanity Fair," unfortunately, is an exception. A fragment was shown to Henry Colburn of the *New Monthly Magazine*, who rejected it, and that is the only shred of romance that can be made to adhere to the story of the manuscript's adventures. Thereupon the first chapters were submitted to Bradbury

and Evans, the proprietors of *Punch*, together with a few drawings, and Thackeray's suggestion that he be paid fifty guineas a part (including text, two etchings, and an ornamental initial at the beginning of each chapter) was so readily acceded to that the author was "deuced sorry I didn't ask them for another tenner."

The book was to appear in parts—the inevitable "twenty in nineteen"—and the first number was issued in January, 1847. The wrappers were yellow—a rather ineffective tint, but about the only color that was not definitely associated in the public mind with some other serial writer. Thackeray himself designed the cover in addition to writing and illustrating the story, but his design could hardly compare for effectiveness with that which the luckless Seymour had created for "Pickwick," or those which the tireless Cruikshank had produced



*The first of the "twenty in nineteen" parts of "Vanity Fair"*



*The suppressed  
illustration for  
"Vanity Fair"*

for "Sketches by Boz" and "Oliver Twist."

It may not have been the fault of the wrappers, but, for whatever reason, the early numbers of "Vanity Fair" failed to sell in anything like the degree that Bradbury and Evans had hoped for—and as the house some months earlier had concluded an eight-year contract with Charles Dickens and paid him a handsome advance, its hopes ran high. In fact, "Vanity Fair" began its serial career so inauspiciously that an early termination of the story was seriously considered. It was allowed to continue probably because Bradbury and Evans preferred to toss away a few hundred guineas

rather than suffer the incalculable loss of prestige that must result from an open confession of failure.

And then "Vanity Fair" began to sell. "Pickwick," it will be recalled, had manifested the same agreeable expansiveness a decade before, but the comparison, like most literary comparisons, is somewhat invidious. "Vanity Fair" was not another "Pickwick." No Sam Weller made his appearance to take the reading public by storm—or rather to create a reading public where none had existed before. At the height of its success as a serial, according to Lewis Melville's life of Thackeray, "Vanity Fair" sold only about seven thousand copies a number—less than a fifth of the circulation which the final green-wrapped numbers of "Pickwick" had attained, but enough, one may be sure, to put heart in Messrs. Bradbury and Evans as well as in Mr. Thackeray.

One obvious explanation of the success of the serial is that people liked it. Luckily



*The illustration which contained a similar drawing of Lord Steyne closely resembling the Marquis of Hertford but which was not suppressed*

this group included two admirers of sufficient importance to influence that "great stupid public" which, for all its intellectual shortcomings, is the supreme court of literary criticism. The *Edinburgh Review* of January, 1848 (by which time twelve numbers of "Vanity Fair" had appeared) paid the serial a tribute that substantially registered in advance the verdict of posterity:

"In forming our general estimate of this writer, we wish to be understood as referring principally, if not exclusively, to 'Vanity Fair' (a novel in monthly parts), though still unfinished; so immeasurably superior, in our opinion, is this to every other known production of his pen. The great charm of this work is its entire freedom from mannerism and affectation both in style and sentiment—the confiding frankness with which the reader is addressed—the thoroughbred carelessness with which the author permits the thoughts and feelings suggested by the situations to flow in their natural channel, as if conscious that nothing mean or unworthy, nothing requiring to be shaded, gilded, or dressed up in company attire, could fall from him. In a word, the book is the work of a gentleman, which is one great merit; and not the work of a fine (or would-be fine) gentleman, which is another. . . . His pathos (though not so deep as Mr. Dickens') is exquisite; the more so, perhaps, because he seemes to struggle against it, and to be half ashamed of being caught in the melting mood; but the attempt to be caustic, satirical, ironical, or philosophical, on such occasions, is uniformly vain; and again and again have we found reason to

admire how an originally fine and kind nature remains essentially free from worldliness, and, in the highest pride of intellect, pays homage to the heart."

Reviews in those days could make or break a reputation; the *Edinburgh's* in general were rather given to breaking. The notice of "Vanity Fair"—written by

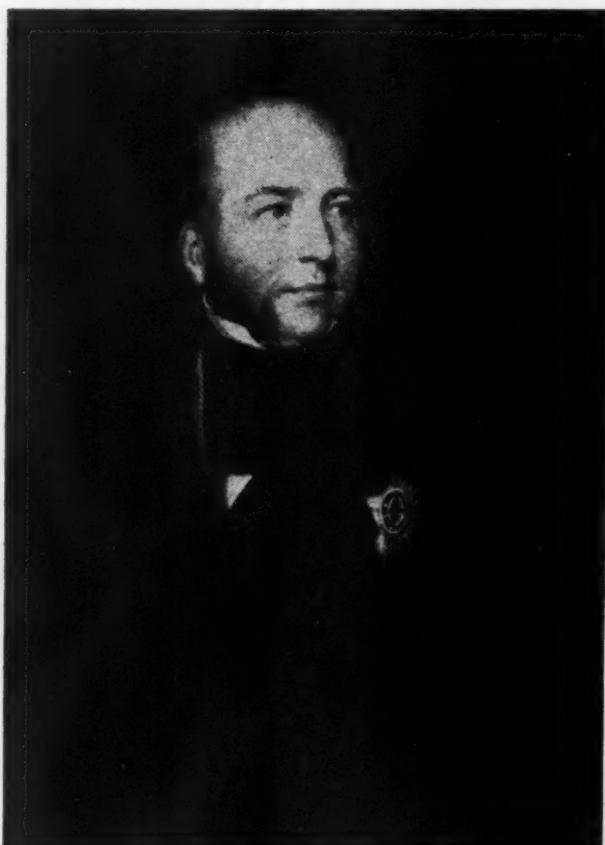
Thackeray's friend Abraham Hayward, who need not on this evidence be condemned as a log-roller—certainly was an appreciable factor in elevating the story's fortunes.

Less ponderable, but of infinitely more romantic interest, was the influence exercised by the long and enthusiastic dedication of the second edition of "Jane Eyre" early in 1848. The first edition had appeared the preceding fall, "edited by Currer Bell," and had been a remarkable success.

No one seemed to

know who Currer Bell was; some were convinced it was Thackeray himself. Currer Bell was the remarkable daughter—one of three remarkable daughters—of a Yorkshire minister whose tragedy it was to outlive his wife and all of his six children. Her name was Charlotte Brontë but she managed to keep that fact a secret until 1849; in 1848 her real name did not greatly matter, for people were reading "Jane Eyre" and talking about it, and they read the laudatory dedication in the second edition and then read "Vanity Fair."

Thackeray called the dedication "the greatest compliment I have ever received in my life," and soon thereafter, when "Vanity Fair" appeared in a single cloth-bound volume at the conclusion of its serial



*The Marquis of Hertford*

publication, a copy was addressed to the author of "Jane Eyre" "with the grateful regards of W. M. Thackeray." They did not meet until the end of 1849, when Currier Bell, her identity at last disclosed, came to London to be lionized, surviving the ordeal nobly, but happy to return to the desolation of her Yorkshire moors.

A letter to her father preceded her—a letter which, lacking the references to Thackeray, any one of a thousand provincial misses might have sent home at the same time:

"I must write another line to you to tell you how I am getting on. I have seen a great many things since I left home about which I hope to talk about to you at future tea-times at home. I have been to the theatre and seen Macready in "Macbeth." I have seen the pictures in the National Gallery. I have seen a beautiful exhibition of Turner's paintings, and yesterday I saw Mr. Thackeray. He dined here with some other gentlemen. He is a very tall man—above six feet high, with a peculiar face, not handsome, very ugly indeed, generally somewhat stern and satirical in expression, but capable also of a kind look. He was not told who I was, he was not introduced to me, but I soon saw him looking at me through his spectacles; and when we all rose to go down to dinner he just stepped quietly up and said, 'Shake hands'; so I shook hands. He spoke very few words to me, but when he went away he shook hands again in a very kind way."

The description of the momentous occasion is carefully casual and objective; in detailing the same event to W. S. Williams, reader for Smith, Elder & Co. and her discoverer, Miss Brontë presents a rather more emotional picture:

"When Mr. Thackeray was announced, and I saw him enter, looked up at his tall figure, heard his voice, the whole incident was truly dream-like, I was only certain it was true because I became miserably destitute of self-possession. Amour-propre suffers terribly under such circumstances: woe to him that thinks of himself in the presence of intellectual greatness! Had I not been obliged to speak, I could have managed well, but it behooved me to answer when addressed and the effort was torture—I spoke stupidly."

And to her dear friend Ellen Nussey she wrote the same day: "I felt sufficiently at ease with all except Thackeray, and with him I was painfully stupid."

The anticlimax was regrettable but inevitable; in the perspective of the eighty years that have intervened it is inconsequential. It is solely important to remember that the shy and tongue-tied little woman from the North was sufficiently eloquent in ink, and that no one was more prompt to detect the kinship of eloquence in "Vanity Fair."

The bibliography of "Vanity Fair"—and after "Pickwick" "Vanity Fair" is the most valuable of the twenty-in-nineteen serials of the Victorian era—is rather less involved than that of its famous forerunner. The confusion in "Pickwick" resulted largely from the double shift in illustrators; since Thackeray himself illustrated "Vanity Fair" to the satisfaction of himself and his publishers, the business presented no problem at the time and has left no heritage of technical difficulty to the collector. The collation of "Vanity Fair" in the definitive Van Duzer catalog (1919) occupies nine pages, and any copy of the work in parts for which high collection prestige is asserted should be meticulously compared with this collation. If, however, the copy meets three simple tests it may fairly be described as an example of the earliest form of publication. These tests are:

- (1) The heading "Vanity Fair" on the first text page should be in rustic type.
- (2) There should be an illustration (Lord Steyne) on page 336.
- (3) The phrase "Mr. Pitt" (later corrected to "Sir Pitt") should be employed on page 453, the nineteenth line from the bottom.

A sound copy in parts which bears these identifying marks of the first issue should be worth \$7750—the Kern copy sold for that figure, at any rate.

Points (1) and (3) as described above are obviously not of surpassing romantic interest; Point (2) most emphatically is. The portrait of Lord Steyne on page 336 (and literature has provided no more thoroughly satisfying villain) was thought to resemble the Marquis of Hertford a little too closely. Whether or not it actually did resemble him the reader may judge

for himself in the comparison provided in the illustrations accompanying this article. Whether Thackeray meant it to resemble him is even more difficult to answer. Whether the Marquis's family objected, or the publishers, or other interested parties, or whether Thackeray himself, if he intended an actual likeness, thought he had made too good a job of it, is still matter for debate. The undebatable fact remains that the picture was removed and the world's store of suppressed illustrations thereby increased by one.

But this is only half the mystery. Lord Steyne is represented in only two illustra-

tions in the whole book, the suppressed portrait on page 336 (Part XI) and again on page 421 (Part XIV). The likeness on page 421 seems as good as that on page 336. Why was not the illustration on page 421 suppressed likewise? The fact that it was not may indicate that the suppression of the other was the result of Thackeray's own intervention, in the belief that the earlier illustration was a more approximate likeness. It seems logical that if the Marquis's family had objected, their objections would have been broad enough to extend to both of the Lord Steyne illustrations instead of only to the one.

## The Daoust Sale of Dickensiana

Frederick M. Hopkins

**T**HE collection of Dickensiana formed by Mr. and Mrs. Edward C. Daoust, comprising first editions, books relating to the novelist, autograph letters, manuscripts, and relics, were sold at the American Art Galleries, in the evening session of April 8, 245 lots bringing \$27,005. When the Kern collection of Dickensiana brought more than a quarter of a million dollars it was predicted that the high prices realized would attract similar material and this consignment came at a time sure to profit from recent new records.

Among the autograph manuscripts were the five eight-line stanzas of "The Song of the Wreck," which brought \$3,400, with James F. Drake the buyer. A leaf of the earliest known Dickens manuscript, a burlesque on Othello," fetched \$3,000. A transcript of the author's reflections on the passing of "Little Nell," of "The Old Curiosity Shop," one page, sold for \$950 to Barnet J. Beyer. These items show an active demand for autographic material at good prices.

A small ivory-fitted workbox of cedar-wood, the lid bearing a floriated plaque engraved with "From Charles Dickens to Kate, April 2, 1836," was Dickens's wedding gift to his bride, Catharine Hogarth, and realized \$2,000. Eleven relics that belonged to or were used by Dickens at Gads

Hill and on his travels brought \$2,100. A humorous memento of Dickens's last visit to America, a broadside of "The Great International Walking Match," in Boston and bearing the Dickens autograph fetched \$1,600. But six copies of this broadside were printed, five going to the contestants, of whom Dickens was one.

The star lot among the first editions was a presentation copy of "David Copperfield," with autograph letter laid in which went to Mr. Beyer for \$2,600. Other items, fairly representative of the range of prices, were the following:

"Sketches by Boz," 2 vols., 1836; "Sketches by Boz," 1837, with etchings by George Cruikshank, 3 vols., 12mo, original cloth, London, 1836-37, first editions of both series, \$330.

"Sketches by Boz," with illustrations by Cruikshank, 8vo, levant morocco, London, 1839. First octavo edition. \$110.

"Sunday Under Three Heads," illustrations by Hablot K. Browne, 12mo, levant morocco by Rivière, London, 1836. First edition. \$85.

"The Village Coquettes," 8vo, levant morocco, London, 1836. First edition. \$90.

"Papers of the Pickwick Club," 8vo, original parts, 20 in 19, with backbones chipped and names on covers, London, 1836-37. First edition. \$350.

"Oliver Twist," illustrations by George

Cruikshank, 3 vols., 12mo, original cloth, London, 1838. Earliest issue of the first edition. \$350.

"Oliver Twist," illustrations by Cruikshank, 10 original parts, in case, London, 1846. First octavo edition and the first in parts. \$900.

"Memoirs of Joseph Grimaldi," Edited by "Boz," with illustrations by Cruikshank, 2 vols., 8vo, original pink cloth, uncut. London, 1838. First issue of the first edition, with the plate of the "Last Song," in the earliest state. \$130.

"Nicholas Nickleby," 8vo, original parts, 20 in 19, in case, London, 1838-39. First issue of the first edition. \$180.

*The Examiner.* Complete set of the issues of this newspaper containing material by Dickens, 2 vols., folio, morocco, uncut, London, 1838-1849. McCutcheon copy with his bookplate. \$67.50.

"Master Humphrey's Clock," royal 8vo, in 88 original weekly parts, with wrappers, uncut. London, 1840-41. First issue of the first edition. \$210.

"Master Humphrey's Clock," royal 8vo, in the 20 monthly parts, with wrappers, uncut, London, 1840-41. First edition in the monthly parts. \$120.

Complete set of the Christmas Books as follows: "A Christmas Carol," 12mo, original cloth, green end papers, London, 1843. First issue with "Stave I." "The Chimes," 12mo, original cloth, London, 1845. First issue of the first edition. "The Cricket on the Hearth," 12mo, original cloth, London, 1846. First issue of the first edition. "The Battle of Life," 12mo, original cloth, London, 1846. Fourth issue of the first edition. "The Haunted Man and the Ghost's Bargain," 12mo, original cloth, London, 1848. First edition. Complete set, \$600.

"The Battle of Life," 16mo, original cloth, London, 1846. Second issue of the first edition. \$160.

"Martin Chuzzlewit," in the original parts, 20 in 19, with wrappers, in case, London, 1843-44. First issue of first edition, with the transposed £ sign on the vignette title. \$270.

"Martin Chuzzlewit," in the original parts, 20 in 19, with wrappers, in case. London, 1843-44. Second issue of the first edition, with the £ mark correctly placed on the vignette title. \$130.

"Dealings with Dombey and Son," 8vo, in the original parts, 20 in 19, with wrappers, uncut, in case, London, 1846-48. First edition, \$180.

"Bleak House," 8vo, original parts, 20 in 19, in case, London, 1852-53. First issue of the first edition. \$110.

"The Holly-Tree Inn," 8vo, original wrappers, uncut, New York, 1855. Early American edition. \$100.

"A Tale of Two Cities," 8vo, original parts, 8 in 7, in blue pictorial wrappers, in case, London, 1859. Earliest issue of the first edition. \$1,450.

"A Curious Dance Round a Curious Tree," 12mo, wrappers, in case, London, 1860. Rare first issue of the first edition. \$150.

"Great Expectations," 3 vols., 12mo, original purple cloth, uncut, in case, London, 1875. Very fine copy of the first edition. \$1,275.

"Our Mutual Friend," 8vo, original parts, 20 in 19, with wrappers, in case, London, 1864-65. Earliest issue of the first edition. \$105.

"No Thoroughfare," a drama in five acts, by Wilkie Collins and Charles Dickens, 12mo, original wrappers, in case, London, 1867. First issue of the first edition. \$170.

"The Mystery of Edwin Drood," 8vo, in 6 monthly numbers as issued, original wrappers, in case, London, 1870. First edition. \$40.

Cruikshank (George). "The Artist and the Author," 8vo, stitched, London, 1872. First edition, presentation copy from the author. In this pamphlet Cruikshank claims to have been the originator of "Oliver Twist." \$190.

The condition of many of these books was not up to the standard of the discriminating buyer, and much of the collection, though interesting, was of only very moderate value.

## Current Rare Book Notes

**A**PRIL 25, 1929, will probably be a memorable date for collectors of the Signers of the Declaration of Independence. In the evening of that day, the Historical Commission of the State of South Carolina will sell at the Anderson Galleries a document from its files, for the benefit of the South Carolina World Memorial Building, that rivals in interest the autographs of Button Gwinnett which have brought such remarkable prices in recent years. The document to be sold is the only one ever offered at auction of Thomas Lynch, Jr., Signer from South Carolina. Specimens of Lynch's signature have been offered at intervals, but in most cases they have been in books, or cut from documents or from flyleaves or title pages. The document to be sold is a receipt. Before the Revolutionary War a South Carolina law provided for the remuneration of £50 to the owner of a slave executed for a crime. Thomas Lynch, Sr., owned a slave that was executed, and since he was attending the first Continental Congress when payment was made, the receipt was signed by Thomas Lynch, Jr., who signed "for my father." William H. Smith, Jr., vice-president of the Anderson Galleries, in discussing the comparative rarity of Lynch and Gwinnett autographs said: "In the twenty-seven complete sets of the Signers of the Declaration compiled by Charles F. Jenkins in 1925 sixteen of them contain the signature of Lynch in cut form only, whereas twenty-six contain the signature of Button Gwinnett on a document or letter. It may, therefore, be stated that a document signed by Thomas Lynch, Jr., is far rarer than one signed by Button Gwinnett." The values of specimens of these two Signers have risen rapidly in the last decade, and in 1927 the highest price ever realized for a Gwinnett signature was recorded when \$51,000 was paid for an official letter signed by him and five other Signers of the Declaration, all of whom were members of the Marine Committee of the Government. The highest price hitherto paid for signature of Thomas Lynch, Jr., was \$7,500 in the Charles F.

Jenkins collection when a book from Lynch's library with his autograph was sold. It contained two signatures, one an early signature, the other at a later period in his more mature hand.

**I**N the sale of Americana, selections from the library of Francis A. MacNutt, Bressanone, Italy, held at the Anderson Galleries, April 9, the 239 lots brought \$6,181.75. The manuscript orderly book, apparently written by an aide on the staff of Lord Howe, containing "General Orders by His Excellency the Hon'ble Wm. Howe, From 30th June & ending 5th October, 1776," 180 pp., oblong 8vo, original calf, brought \$1,075. Edward Bonney's "The Banditti of the Prairies," 12mo, cloth, Chicago, 1857, fetched \$70; A. B. Clarke's "Travels in Mexico and California," 12mo, wrappers, Boston, 1852, a rare overland narrative, \$190; Bret Harte's "Excelsior," oblong 24mo, wrappers, New York, 1879, issued as an advertisement for Sapolio, \$55; Washington Irving's Will, A. D. S., 2 pp., 4to, New York, May 15, 1815, apparently Irving's first will, written before his departure for England, \$200; Peter Martyr's "The Historie of the West-Indies," 4to, levant morocco by Pratt, London, n. d., exactly the same as the edition of 1612 with a new title page, \$145; A. S. Mercer's "The Banditti of the Plains or the Cattlemen's Invasion of Wyoming in 1892," 8vo, cloth, Cheyenne, 1894, \$210; three A. L. S. of Mary W. Shelley, written to John Howard Payne, written in 1825, 1827 and 1828, \$170, \$130 and \$110 respectively.

**T**HE private library of Napoleon's stepson, who was Duke of Leuchtenberg and Viceroy or Acting King of Italy, is to be sold at auction. Eugene de Beauharnais, who was raised to royal rank by Napoleon I, was a famous collector. Many of the volumes in his library were not only precious in themselves, but were covered, at his order, by the finest craftsmen, in bindings that may be ranked as works of art. The star piece is said to be a manuscript

copy of Livius made in Italy on parchment in 1449, just before Gutenberg's invention of movable type and his publication of the Gutenberg Bible. A copy of Homer done in 1808 by Bodini, is also included, and the only other example was made for the Emperor Frederick William III of Prussia. Most of the Leuchtenberg library, however, is in French, dating from the eighteenth and early nineteenth centuries, and scarcely a single important book of the French literature of that period is lacking. Probably, because Napoleon I was Bodini's chief patron in the development of the fine art of printing and binding, the collection of rare Bodini bindings and editions in the library is a large one, totalling in all some seventy pieces.

**T**HE collection of original manuscripts, letters, portraits, first and extra-illustrated editions of the works of Washington Irving recently presented to the New York Public Library by George S. Hellman has been placed on permanent exhibition in special cases constructed for the purpose on the first floor of the library. The Brevoort letters to Irving, presented by Grenville Kane, are on exhibition for the first time. These collections, when added to the remarkable collections of Irving manuscripts presented to the library by Mrs. Isaac N. Seligman, also on exhibition, gives the city of Irving's birth a selection of his books and manuscripts worthy of the place that the author of "The Sketch Book" holds in their affection. It is also very appropriate that this important material, together with Irving's favorite easy chair now in the Trustee's Room of the library, should find a permanent home in the New York Public Library, successor to the Astor Library, of which Irving was the first president.

**T**HE original manuscript of Professor Albert Einstein's newest work in which he correlates the gravity and electrical systems is in the possession of Wesleyan University, Middletown, Conn., and will be permanently cared for in the Olin Library. The manuscript, "Zur Einheitlichen Feld-Theorie," was purchased for the university by George W. Davison, president of the Central Union Trust Company, of this city, and Albert W. Johnson, financier,

who believe that this is destined to be one of the most valuable scientific manuscripts in the world. Mr. Davison is president of the board of trustees of Wesleyan, and Mr. Johnson is a trustee and chairman of the committee on buildings and grounds. The manuscript was purchased after negotiations with Mrs. Einstein, who carries on all the business transactions for the noted physicist. In acquiescing to the sale, she asked only that photostatic copies of it be available for all who asked.

**T**HE historical and genealogical importance of the material found in the recently discovered trunk of documents and letters once owned by Betty Washington Lewis, only sister of George Washington, seems to grow as the examination proceeds. Henry Woodhouse, in an address before the annual author's breakfast of the National League of American Penwomen, stated that the names of sixty-three families associated with the Washingtons have thus far been found. By invitation of Mrs. Clarence N. Busch, national president of the league, the trunk filled with papers was exhibited. Mr. Woodhouse stated that though only half of the packages of original documents had been opened and examined, the data already found about the Washington, Lewis, Lee, Fitzhugh, Ball and other families related to George Washington, their association and times, are numerous enough to keep historians and genealogists busy for some time to come.

**A**N English bookseller, who spent several weeks in this country during the recent winter, stresses the point that since the World War, conditions in regard to the sale of very rare books and manuscripts have radically changed. Formerly the great rare book dealers of London sent large consignments of rarities to New York practically on sale. At that time it was easy enough to obtain material but difficult to find a market for it. The interest in literary rarities in the United States has been so enhanced, and the rich have taken so active a hand in collecting that there are more customers waiting than there is good material to give them, and the booksellers' problem now is to get sufficient stock of the right kind. This is growing more difficult every season.

THE current issue of Thomas F. Madigan's "Catalogue of Autograph Letters, Historical Documents and Manuscripts," is an extraordinary number, especially interesting because of the printing of many of the literary and historical letters. Some of the outstanding items include an A. L. S. of Benjamin Franklin, 1 p., folio, Philadelphia, November 28, 1747, ordering a map for the State House at Philadelphia, \$1,500; A. L. S. of Alexander Hamilton, 3 pp., folio, Morristown, May 14, 1780, referring to Lafayette, \$975; A. L. S. of Washington, 1 p., 4to, Mount Vernon, October 27, 1798, at the time of the difficulties with France, \$1,250.

"THE CRICKET ON THE HEARTH" was shown in a motion picture recently at a meeting of the Boston Dickens Fellowship. Made in the Dickens country by an English company with the exception of Caleb Plummer and his blind daughter, American actors, this picture is correct in detail, although certain liberties are taken with the text for

the purpose of dramatic interest. Carl Goldmark wrote an opera around this story in 1896 and this music was played to accompany various scenes. Readers of *The Dickensian*, who are familiar with the varied work that the fellowships are doing all over the world, understand the enthusiasm always evident at sales in London or New York when important Dickensiana is to be sold.

AN interesting literary discovery has been made by the John Day Company in "The Intimate Journal of George Sand," announced for publication next month. A few years before her death George Sand took from its hiding place the journal which she had kept intermittently for almost forty years and studied this portrait of the woman she had been, the woman whom the world regarded as half Messalina and half genius. Then she wrote a final entry. This intimate document was held by her family for fifty years after her death and is now, according to the publishers, for the first time available.

## Good Second-Hand Condition

John T. Winterich

THE recent announcement that the Hotel Grenoble in New York was to be torn down to make room for a forty-odd story apartment hotel recalls the fact that thirty years ago the Grenoble became for a few weeks the veritable capital of the world of letters. For Rudyard Kipling lay sick there, a sufferer from pneumonia, and the bulletins from his bedside were awaited with tense forebodings in every continent—for already Kipling had made them all his own. Among the thousands of messages of sympathy and inquiry that poured in was one from Kaiser Wilhelm—when, three years ago, Mr. Kipling was suffering from a second attack of pneumonia this once august admirer apparently failed to offer his condolences.

The London *Daily Mail* declared at the time of the 1899 crisis: "The eyes of two great nations are still fixed upon the sick-room in New York where Rudyard

Kipling lies battling with death. The prayers of all will go up for his recovery. Never, perhaps, in any generation has the illness of a man of letters been followed with such eager attention, and this is because he has come to be regarded as a great national and spiritual force. We cannot afford to lose him, and that is the sober truth."

On Easter Day of 1899 Kipling gave the following letter to the press: "Will you allow me through your columns to attempt some acknowledgment of the wonderful sympathy, affection, and kindness shown toward me during my recent illness, as well as the unfailing courtesy that controlled its expression? I am not strong enough to answer letters in detail, so I must take this means of thanking as humbly as sincerely the countless people of good-will throughout the world who have put me under a debt I can never hope to repay."



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**L**AST but not least: The PUBLISHERS' WEEKLY in the third issue of every month will endeavor to give you up to the minute news about the rare book market which, it hopes, will help you develop a profitable extension of your business.

**N**EW ENGLANDERS of 1840 were "extremely tenacious of their money" when it came to exchanging it for books, John James Audubon declared in a letter to his son, John W., which is offered for sale in Thomas F. Madigan's latest catalog (No. 55). "I returned to this place [Boston] on Friday evening," Audubon wrote on September 20th of the year that saw William Henry Harrison elected President, "from a tedious and very unprofitable journey to Portsmouth, New Hampshire, Newburyport, Beverley, Marblehead and Salem; for, although I exerted myself as much as usual and was favoured with many letters of introduction to the most wealthy and best people of each of those villages, I did not procure *one single name!*"—that is, for "The Quadrupeds of America" and the new octavo edition of "The Birds of America." The story has a happy ending, however, because a postscript written the following day declares that he "obtained seven subscribers this morning," presumably in Boston. The letter, three full pages quarto, is priced at \$1.50. Mr. Madigan, by the way, is now in his new quarters at 2 East 54th Street, New York.

**T**HIS year's exodus of the rare-book trade to Europe is headed (unless someone has sneaked across without this department's knowledge) by Alfred F. Goldsmith of 42 Lexington Avenue, New York, and Mrs. Goldsmith. The Goldsmiths plan to stay about ten weeks, and they testify that the tour is not to enable them to take in the Derby or for a bit of grouse shooting but to hunt for good books. The Goldsmith dog, which might enjoy the grouse shooting, has been parked with relatives and will answer no letters.

**G**EORGE H. SARGENT, "The Bibliographer" of the *Boston Evening Transcript* in a letter to this department, appends some interesting data to the account of the discovery of the third known copy of Poe's "The Murders in the Rue Morgue" which appeared in the *Publishers' Weekly* for March 16, 1929. Discussing the French copy, sold at auction in 1901, Mr. Sargent writes: "The late George D. Smith, going along Cornhill in Boston one day, noticed this pamphlet,

about which he knew nothing, in a box outside the store (Colesworthy's). He went in and bought it for fifteen cents. Taking it back to New York, he sold it to Scribners for \$60. A little later they sold it to Frederick W. French, who was then collecting American firsts, for \$120. It then disappeared until after his death, when his books were sold at Libbie's. I sat directly behind George D. Smith, and Scribners' representative was in the row ahead of him. Scribners bid it up to \$800 and retired. Smith bid \$850, and then he went out when an unknown buyer got it for \$1000. The unknown buyer was a librarian who was bidding on commission, the copy going into the Morgan Library."

TWO hundred and twenty-eight titles are listed in a "Catalogue of Books Relating to Roosevelt" recently issued by Ben Harris of 137 Fourth Avenue, New York. The familiar visitor from Mars, reading over the titles listed, would get a very fair idea of the manner of the man and the force of his appeal both positive and negative—and be perfectly amazed at the number of books for which he wrote appreciative introductions.

THE late Donn Byrne's first book, "Stories Without Women" (it seems an act of supererogation to point out that it should not be confused with Ernest Hemingway's "Men Without Women") was far from being a best seller. According to the good obituary of Byrne which appeared in the New York *Sun* for June 19, 1928, the day following his death in Ireland in an automobile accident, "Stories Without Women" sold 639 copies, of which Byrne himself bought thirteen. In spite of this, according to the *Sun* story, the book "attracted attention to a name already being seen in magazines above good stories." For whatever reason, the book is today quite scarce. A description follows:

Stories / Without / Women / (And a Few with Women) / (double rule) / by / Donn Byrne / (*quotation from Froissart, two lines*) / (ornament) / Illustrated / (double rule) / Hearst's International Library Co. / New York 1915. The whole enclosed in a double-rule border.

Collation: Pages 1-330, consisting of page (1), half title, verso blank; (3),



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No volume of a like character and covering quite the same ground exists at present. Mr. Williams's aim has been to provide a continuous history and record of work accomplished, not to give bare lists such as may be found in the publications of the Societies themselves.

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JOHN GALSWORTHY'S "Awakening" (London, 1920) was one of the elements incorporated into the "Forsyte Saga" two years later. On page 39, in a running conversation, appears the line

"You like everybody, Jon?"

which should read as a simple statement and not as a question—should end, that is, with a period instead of an interrogation point. In a copy of "Awakening" owned by Captain Louis Henry Cohn of New York Galsworthy has corrected this error in his own hand. Captain Cohn and the Phoenix Book Shop of 41 East 49th Street have been conducting an investigation among copies of the first edition of "The Forsyte Saga" to learn the fortunes of this error in the latter book. In all copies of the first trade edition examined the line appeared thus (page 784):

"You like everybody, Jon"—that is, with no stop and no closing quotes after Jon. In all of the large paper edition examined the line appeared correctly:

"You like everybody, Jon."

Apparently, then, the error may be common to all copies of the trade edition and the corrected line common to all copies of the large paper edition. The business is worth further investigation; it is certainly much too early to emblazon it as a collectors' point, for in all likelihood it is no such thing. It does indicate that the large paper copies were printed after the small.

**Auction Calendar**

Thursday afternoon and evening, April 18th, at 2 and 7 o'clock. Valuable Americana, genealogy, trials and general history. (No. 1429; Items 653.) Stan. V. Henkels, 1110 Sansom St., Philadelphia, Pa.

Thursday evening, April 25th, at 8:15. Selections from the library of Edward Goldman, New York City, including document signed by Thomas Lynch, Jr.; also, rare and beautiful manuscripts, incunabula and extra illustrated books from the library of the late George E. Leighton of St. Louis. (Items 213.) The Anderson Galleries, 489 Park Ave., New York City.

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# Forthcoming Issues

❖ ❖ ❖ The article by Ruth Leigh, "Selling Atlases and Globes to an Information-Hungry Public" will make its appearance next week and point out the opportunities the bookseller has for capitalizing on the recent passion for general knowledge and information. ❖ ❖ ❖

❖ ❖ ❖ "An Efficient Rental Library" in next week's issue will present the methods and practices used by Anna Morris in developing the model rental library at J. L. Hudson's department store in Detroit, Michigan. ❖ ❖ ❖

❖ ❖ ❖ In the special Bookmaking Department next week David Beasley of the University Society will contribute the second article in his series, this one to be on edition printing presswork. ❖ ❖ ❖ In the same department Anice Page Cooper contributes an article about Ernst Reichl, of the manufacturing department of Doubleday, Doran, to the series on the New Generation of Book Makers. ❖ ❖ ❖

❖ ❖ ❖ Merle Johnson has prepared a list of corrections, additional points, and new books published since "American First Editions" was published which will supplement his lists in that volume. The list will be printed in the next *Publishers' Weekly*.  
❖ ❖ ❖

## THE PUBLISHERS' WEEKLY

*The American Booktrade Journal*

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